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NATION GREAT AND PROSPEROUS: A FERTILE SOIL;
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MADE IN CANADA

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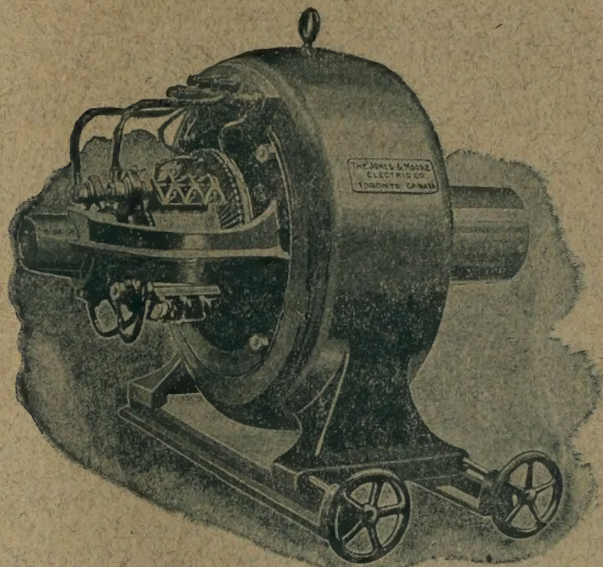
TORONTO, OCTOBER 3, 1902

No 3

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High grade Paper Makers.
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THE CANADIAN MANUFACTURERS' ASSOCIATION

(INCORPORATED)

HEAD OFFICE: Board of Trade Building, Toronto.

BRANCHES: Montreal, Que.; Winnipeg, Man.; Vancouver, B.C.; Halifax, N.S.; Quebec, Que.

AIMS—To promote the interests of Canadian manufacturers by:

ORGANIZATION—The Association has organized the Manufacturers of Canada into a strong representative body.

EDUCATION—An earnest endeavor is being made to urge upon the people of Canada a national pride in our own manufactures.

LEGISLATION—Though non-political, the Association is making a strenuous effort to urge upon the Federal and Provincial Governments a policy which will encourage manufacturing industries in Canada.

INDUSTRIAL CANADA—The official organ of the Manufacturers' Association is the widest expression of industrial opinion in Canada.

EXPORT TRADE—To encourage the export of Canadian goods the Association has special representatives in Great Britain, Europe, Australia, New Zealand, South Africa and the West Indies. Special trade enquiries forwarded to the members. Financial reports obtained at a special rate.

GENERAL WORK—The Association is careful to consider any matter, whether a public question or an individual grievance, involving the welfare of its members. The Head Office and the Branches are open to the members. Any information desired will be gladly furnished by the Secretary.

TERMS OF MEMBERSHIP—Individuals, firms and corporations actively engaged as manufacturers in Canada, may secure membership in the Association upon payment of the annual fee of \$10.

President: CYRUS A. BIRGE, Hamilton.

Secretary: R. J. YOUNGE, Toronto.

INDUSTRIAL CANADA

ISSUED BY

The Canadian Manufacturers' Association.

"There be three things which make a nation great and prosperous: A fertile soil, busy workshops, and easy conveyance for man and goods from place to place."—Bacon.

Vol. III.

TORONTO, OCTOBER 3, 1902.

No. 3

Industrial Canada.

Issued monthly as the official publication of the Canadian Manufacturers' Association, and devoted to the advancement of the commercial prosperity of Canada.

Industrial Canada circulates to

1. All Members of the Canadian Manufacturers' Association.

2. The British Consuls, the world over.

3. Chambers of Commerce in the United Kingdom.

4. Foreign and home exchanges.

5. Miscellaneous subscribers at home and abroad.

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Secretary,

Canadian Manufacturers' Association,
Head Office, Toronto, Canada.

The Yukon

The report of Mr. S. M. Wickett, the special representative of the Association, appointed to investigate the markets and prospects of the Yukon appears in this issue.

In view of the recent attention which the Yukon has attracted, as well as for the valuable information which it affords, the report must be regarded as an important utterance.

So far as the importance of the Yukon is concerned, the fact must be considered that a mining camp covering only about 30 square miles, with a population of less than 30,000, yields this year a harvest of \$12,000,000. As such, under ordinary conditions of development, the field is too important to be overlooked by the Dominion, of which it forms a part.

As to the market which the Yukon presents, two outstanding facts are evident from the report—first, that the field is worthy of the attention of Canadian manufacturers, and second, that Canadians can supply it.

It is true that the Yukon trade has been neglected by the Canadians, and much of the favor shown for United States' products is due to the indifference of our own manufacturers in the past. This was everywhere apparent to the representative of the Association, yet he was received warmly and given every opportunity to form correct ideas and adequate estimates regarding the conditions prevailing in the territory and its future prospects.

Let us hope that the report will be received by our manufacturers with the hearty spirit of co-operation which the citizens of the Yukon invite. The market is important, we *ought* to supply it, we *can* supply it—now that the way is opened up, it remains for our manufacturers to capture the trade. As in all export trade, there are difficulties to overcome. These are each year being minimized as the Yukon develops from a mere mining camp to an industrial centre. With faith in the value of the territory, and a determination to hold it as an important and growing section of our home market, Canadian manufacturers, in many lines, can secure a profitable Yukon trade, and assist at the same time to build up a new and important part of our Dominion.

The Change has Come

That the tariff question as the main dividing issue between the two great political parties is gradually being removed there can be no question. True there are a few outstanding figures among the press and on the platform who still cling to the tariff policy of other days, but they are serving ancient party interests and are scarcely considered seriously. No doubt many of these would gladly advocate the more progressive policy of national co-operation, but they have harped so long the praises of the old party watchword that they feel it would be suicidal to recant.

Every day, however, finds their position weakening. Staunch Liberals who for years staked their faith in "free trade" as the policy for Canada are at last awakening to the fact that though free trade is an ideal policy, it is a nonsense proposition under present conditions.

The frankness and force with which this advanced view has recently been asserted by such leaders as Hon. J. I. Tarte, Hon. G. W. Ross, Mr. John Charlton, Mr. Senator McMullen and others cannot but command the attention and admiration of all true Canadians.

If our political contemporaries continue to force the tariff as a party issue they cannot too carefully consider the effects of such a campaign. Many of them denounce the introduction of racial strife in Canada, yet in the same columns are making a defiant effort to stir up strife between the farmer and the manufacturer where only the kind-

liest feelings of co-operation and mutual interests should exist. Let us be broad and reasonable, and in the discussion of great national questions let us eliminate the taint and tradition of "party." Then farmer and manufacturer and workingman alike will feel what it is to have true national co-operation.

The New Steamship Line

It was with appreciation and pleasure that the Executive Council of the Canadian Manufacturers' Association received Sir William Mulock at their last meeting, and listened to his encouraging business-like address. The transportation problem is not only one of the most important but one of the most difficult which Canadians have to face, and it was fitting that the Association should be addressed by the man who has above all others been instrumental in improving Canadian Government Steamship Service.

The new direct service to South Africa will be in operation this month, and its importance may be measured to some extent when we remember as Sir William stated, that upon its success depends the establishing of other lines, notably the service to Australia. The allied companies present cheerful reports regarding the shipments offering for South Africa, but the amount of manufactured goods is as yet comparatively small, and must be largely increased. The action of Canada, in endeavoring to establish a service of her own has aroused the United States railway and steamship lines, and already Canadian shippers are being enticed by circular letters offering special inducements to forward their South African shipments via New York.

The Dominion Government have the gen-

NOTICES

- 1—Executive Council Canadian Manufacturers' Association—regular monthly meeting, Board of Trade Building, Toronto, Oct. 23rd, at 2 p.m.
- 2—Executive of Toronto Branch—Association Rooms, Thursday, Oct. 9th, at 4.30 p.m.
- 3—Executive of Montreal Branch, Association Rooms, Temple Building, Thursday, Oct. 9th, at 2.15 p.m.
- 4—Executive Committee, Agricultural Implement Section, Association Rooms, Friday, Oct. 3rd, at 2 p.m.

eral approval of Canadians in their efforts to offer independent transportation service to Canadian shippers. It remains for our manufacturers and exporters to co-operate as far as possible in making this new service a success. The rates from our Canadian ports are guaranteed to compete with New York rates, and every encouragement will be given by the management.

It is the desire of the Canadian Manufacturers' Association that their members should interest themselves in the new line, not only with a view to patronizing a patriotic enterprise, but also that they may have their attention drawn to the important trade of South Africa, and in these days of re-building that they may secure a strong foothold upon the South African markets.

OPENINGS IN CURACOA

An Interesting letter from the Correspondent of the Association.

Jacob Jesurun, H. B. M., Consul and Correspondent Member of the Canadian Manufacturers' Association, writes as follows under date of August 28th, 1902.

"As your correspondent member, I desire to bring to your notice, and to that of Canadian manufacturers and exporters in general, that as the United States of America, through New York, which enjoys weekly and fortnightly steamship services with this island and neighboring ports, ships to this island and vicinity more than thrice as much as any country, I am of the opinion that Canadian firms in many lines could build up a very satisfactory importing and exporting trade with Curaçoa, Venezuela, Columbia, Hayti and San Domingo, if proper efforts were put forth to further the sale of her articles which are similar to those of the United States of America.

SALABLE LINES

"I find that a considerable quantity of lumber is used in this colony and vicinity, and that it is supplied by commission merchants of New York. I have received a request from Messrs. J. & D. Jesurun of this city, who desire direct communication with exporters, as it is desired to avoid middlemen's profits. They desire to establish a yard or agency in this city, and I would suggest to exporters of this and the following items who may be inclined to try this market and are willing to make trial consignments, to correspond with them: Ales and beer, beef (salted and pickled), beef (canned), biscuits (all sorts), canned fruits and vegetables, canned fish and meat, canned jellies and jams, cheese, confectionery, fish (salted and pickled), flour (all sorts), cornmeal, kerosene oil, boots and shoes, paints (all sorts), trunks, bags and valises, tobacco (chewing), cotton, drills, prints, stripes, calicoes, white shirting, soaps (all sorts), carriages, furniture, lumber, grains (all sorts), coal (steamship).

"There are good chances for pushing

sales of these articles if Canadian manufacturers and exporters enter into these markets at once.

"Canadians must not expect merchants in these parts of the world to buy their goods by means of a mere catalogue that may reach here now and then, or by the representation of a Canadian firm, through the travelling agent of a United States concern in New York.

SAMPLE ROOMS

"Curaçoa, of course, is but a small place, but it must be remembered, however, that this island is a good distributing point for all the business which is done in the neighboring republics of South America and West Indies. Steamers leave here for all parts of the world via the neighboring places, and the trade is more important than would otherwise be the case. If some of our merchants would unite in opening a commercial agency here, I believe it would be productive of very good results. Rents and labor are very low, and, outside of the cost of sending samples, the individual expense would not be great. Should this plan be put into operation and such an exhibition of various lines of goods be made, it will create a great deal of interest, and as a result certain lines of Canadian goods will be found in many stores and become standard here.

"Although the people in these places may be favorably inclined towards Canadian goods, many hesitate to experiment with first purchases. If they could visit a place here and inspect samples of the goods, and buy what they desire, it would not longer be a matter of experiment, but of certainty. Messrs. J. & D. Jesurun, of the place, will be pleased to give any further information requested by parties interested and willing to consign.

INTERNATIONAL CONGRESS OF INDUSTRY AND COMMERCE, OSTEND, 26TH TO 30TH AUGUST, 1902

Reported by the Correspondent Member of the Association for Belgium, Mr. Emile Pauwaert

The International Congress of Commerce and Industry, which previously met in 1878, 1889 and 1900, was held this year at Ostend, the well known Belgium sea resort. This congress was placed under the high patronage of the French and Belgium governments. The following countries were officially represented: Argentina, Chili, United States, France, Greece, Honduras, Italy, Japan, Mexico, Russia, Salvador, Servia and Belgium. Moreover, a large number of commercial associations of different countries had sent their adherents.

Three points discussed were:

1. Treaties of Commerce.
2. Industrial propriety.
3. State interference in workmen's retiring pensions.

The first question, by far the most important, led to very interesting discussions

between free traders and protectionists. The latter being in the minority.

The congress being open to all opinions, and opposite ideas being expressed, no vote or decision was taken, so that it would be difficult to give an exact statement of the work done. Moreover, most of the speakers placed themselves more or less on a point of view of their own country, and their countries differing altogether one with each other as to the topographical position, general food supply, productions, industry, labor conditions, colonies, ways of communication, etc., etc., all factors which have to be dealt with, it will be easily understood that ideas expressed were quite different, although taken for the particular country to which they applied they might have been quite right.

All were of opinion that the general welfare of each country depended largely on its treaties of commerce, and hints were given to economists of different factors which have to be kept in mind. Remarkable speeches were delivered by Mr. Harold Cox, president of the Cobden Club, of London, and Mr. Yves Guyot, the well known French economist.

CANADA'S PREFERENCE

The actual preferential tariff which Canada applies to British products was criticized, and many speakers expressed the hope that Canada should not keep its favor to one nation, as long as other countries keep their doors open to Canadian products.

The metric system was also discussed and hope expressed that the United States and Canada would take effective steps in this way.

The question of trusts was discussed, and the general opinion was that they might be of real good, subject to governments keeping a certain watch on their doings.

The second point, industrial propriety, was also interesting, and measures were brought forward to facilitate the obtainment and the safeguard of trade marks.

With regard to the state interference in workmen's retiring pensions, the majority of the assembly was of opinion that the States, the employers and the workmen, should each contribute for a certain percentage.

It need not be said that the promoters of the Congress did all they could to provide entertainment for the members, and many receptions, balls, excursions, etc., made the work light.

Ostend, September 5th, 1902.

OPPORTUNITY FOR A LONDON OFFICE.

An intelligent and progressive young Englishman who has been in business in London for the past ten years is at present visiting Canada. He is desirous of representing a good Canadian manufacturing industry in London, and has \$7,000 which he is able to invest in the business at once. He may be reached through the office of this Association.

EXECUTIVE COUNCIL

Interesting Reports—Address from Sir William Mulock.

THE second meeting of the new Executive Council was held in the Board of Trade building, Toronto, on Thursday afternoon, Sept. 18, 1902.

The following members were in attendance: Mr. W. K. George, of Toronto, Ontario vice-president, who, in the absence of the president occupied the chair, and Messrs. Geo. E. Amyot, Geo. Booth, Arch. Campbell, C. N. Candee, J. D. Chaplin, E. B. Eddy, Geo. H. Hees, W. P. Gundy, J. T. Hagar, Gerhard Heintzman, R. Hobson, J. H. Housser, E. Millichamp, Robt. Munro, Jas. P. Murray, W. K. McNaught, J. H. Paterson, G. A. Ritchie, Thos. Roden, T. A. Russell, T. H. Smallman, Wm. Stone, A. W. Thomas.

Among the communications received were the following:

1. From the President and the following members, who were unable to be present: Messrs. H. Cockshutt, Brantford; Geo. E. Drummond, Montreal; Frederic Nicholls, Toronto; J. O. Thorn, Toronto; R. J. Christie, Toronto; C. R. H. Warnock, Galt; F. H. Whitton, Hamilton; W. M. Gartschore, London; W. W. Watson, Montreal.

2. From T. Geddes Grant, of Port of Spain, Trinidad, applying for appointment as correspondent member of the Association in that island. This was referred to the Commercial Intelligence Committee.

3. From Mr. J. P. Murray, asking that in view of the present discussions in the party papers, the Association should reassert itself publicly as a non-political organization.

4. From Mr. G. W. Tickell, applying for appointment as representative to South Africa: referred to the Commercial Intelligence Committee.

5. From T. A. Russell, asking that he be relieved of his duties as a member of the Reception and Membership Committee. This was left over to be dealt with later in that committee's report.

6. From Mr. Robert Munro, asking that, in order to facilitate the work of the tariff committee, Mr. W. K. McNaught should be appointed in his place as chairman, Mr. Munro still retaining a place upon the committee. This was agreed to, Mr. McNaught accepting the new position upon being relieved of his duties as chairman of the Industrial Canada Committee, which post was filled by appointing Mr. T. A. Russell to succeed him.

The reports of the various officers of committees were then received as follows:

SECRETARY

The Secretary reported with reference to the circular announcing the South African

steamship service, stating that this was being held until rate sheets were received; with reference to the Tariff Committee, that the first meeting would in all probability be held shortly. He also stated that the Yukon representative was expected to return this week.

With regard to the South African service Mr. Hagar asked that the Association should apply for special rates for any representatives of Canadian houses who should desire to go over on the new line. The Secretary was directed to draw the attention of the Shipping Co. to the matter, and to see what arrangements could be made.

TREASURER

The Treasurer's report for the month of August was read by Mr. Booth, and upon his motion, seconded by Mr. Munro, was adopted.

FINANCE

The report of the Finance Committee was read by Mr. Booth. It recommended the payment of the running expenses for the month, and the securing of further assistance to carry on the work in the Montreal office. It was adopted on the motion of Mr. Booth, seconded by Mr. Millichamp.

INDUSTRIAL CANADA

The report of the Industrial Canada committee was presented by Mr. W. K. McNaught. It recommended that the Association accept the tender presented by the Monetary Times Printing Co. for the publishing of the paper during the coming year. It reported, also, having considered a new design for the cover, but had received so far nothing more suitable than the one which was being used at present.

With regard to the arrangement of the matter in the paper, the committee recommended that, owing to the increase of the advertising material, the paid advertisements which have heretofore appeared at the back under the heading "Members' Business Directory," should be placed at the front of the book under the heading "Business Cards," and that the price of these for members should be raised from \$6 to \$9 per year.

The committee further recommended that the next issue of the paper should contain the official report of the Yukon investigation, and should be called the Yukon number.

The adoption of the report was moved by Mr. McNaught, seconded by Mr. Booth.

RECEPTION AND MEMBERSHIP

The report of the Reception and Membership Committee was presented by the acting chairman, Mr. J. P. Murray.

It recommended the holding of a banquet in Montreal or Toronto for Sir R. I. Seddon

the Premier of New Zealand, who is expected to visit Canada next month.

It also recommended that printed lists of the membership of the Association should be forwarded to every member, and that an effort should be made in each manufacturing centre to increase the influence of the Association.

The report also presented for acceptance twenty-one applications for membership.

Its adoption was carried upon the motion of Mr. Murray, seconded by Mr. Hagar.

COMMERCIAL INTELLIGENCE

The report of the Commercial Intelligence Committee was presented by the chairman, Mr. J. P. Murray.

It recommended the appointment of the Hon. T. W. Middleton, as Correspondent member of the Association for Kingston, Jamaica.

It suggested that for the purpose of sending a special representative to South Africa, a circular should be sent to all the members asking those who are interested for voluntary subscriptions to defray expenses; no subscription to exceed \$25.

It also recommended that all correspondent members of the Association be asked to send monthly reports of their work to the head office.

The report was adopted on motion of Mr. Murray, seconded by Mr. Munro.

EDUCATIONAL CAMPAIGN.

In the absence of the chairman, Mr. Geo. E. Drummond, the report of this committee was presented by Mr. T. A. Russell.

It stated that plans were already going forward for carrying on the work, and that the committee had decided to ask the original guarantors for 10 per cent. of their subscription immediately upon the completion of the list.

The report was adopted on motion of Mr. Russell, seconded by Mr. Thomas.

TORONTO BRANCH

The report of the Toronto Branch, read by the chairman, Mr. W. P. Gundy, reported an enthusiastic opening meeting at which the various important questions now before the branch had been considered.

The most important was the question of Exemptions, and the branch recommended that this being a provincial matter, not a local, be taken over and dealt with by the Executive Council.

The report was adopted on motion of Mr. Gundy, seconded by Mr. Candee, and the exemption question referred to the Parliamentary Committee.

MONTREAL BRANCH

The report of the Montreal Branch was resented by the Secretary. It showed that

considerable progress was being made in preliminary work looking toward the establishment of a Technical School in the city, and dealt with other matters of local interest.

Its reception was moved by Mr. Munro, seconded by Mr. Amyot, and carried.

SIR WILLIAM MULOCK

The Association then had the pleasure of receiving Sir Wm. Mulock, the Postmaster General, who addressed them upon the subject of Steamship Transportation. Sir Wm. spoke as follows :—

MARKETS UNDER THE FLAG

At the outset Sir William Mulock thanked the Association for the honor of the invitation to address them. He said he recognized the representative character of the meeting, which was largely identified with the commercial life of the country, and spoke with great force on all matters pertaining to the development of Canadian trade. "I may say," he went on, "that the Canadian Government is of the opinion that valuable markets under the flag outside of Canada await the enterprise of the Canadian people; and we are of the opinion that more and more as time goes on it becomes essential for us to develop trade throughout the world and not to lose sight of the great field that lies in the countries inhabited by our own people. The outside world has no interest in Canada except the interest of the trader, but our kinsman in South Africa, New Zealand, Australia and at home—all are interested in developing this trade in every part of the Empire, and we in Canada must not ignore the importance of developing each part of the Empire so as to be a source of strength in the time of peace as well as in the time of trouble.

SHOULD WORK TOGETHER

"I am sure the Association will always render the Government aid in assisting in the development of trade between the different parts of the Empire. The two ought to work hand in hand to that end, and work with the utmost frankness, and with an interchange of views much good can be accomplished. In reference to South Africa, the Canadian Government being of the opinion that there is a great market to be developed there, providing Canadians show their usual energy, we have endeavored to bridge over the sea and bring the producer and the consumer closer together. (Applause.) The ocean is the connecting link to-day; we have two great oceans connecting us with the great consumers of the world, and we, being the highway of the world, it is the duty of all governments and good patriotic citizens to make use of our splendid waterways to bring our products to the markets of the world.

GOOD FEELING TOWARDS CANADA

"Recent events have made Canada well and favorably known in South Africa, and that circumstance will be a helpful feature

in securing trade. In England the business men of Canada are certainly no less welcome to-day in consequence of the good feeling towards our country there. I feel more confident now than ever of the success of the new line to South Africa. Only the other day I received a letter from a gentleman, who stated that he had already shipped three thousand packages of butter via the line, and another letter from a party stating that he had shipped one cargo of cheese and expected to do the same in the next two sailings. (Applause.) The steamship line, I may say, will send as many ships a month as the trade will warrant. It has been shown how much can be accomplished in a very short time in these days, and when the spring opens we will certainly be sending away many more, and will continue doing so until the whole trade of that country is captured.

WANTS OF SOUTH AFRICA

"I was told by Sir Alfred Hime, Premier of Natal, that it was of the utmost importance that we should send our agents to find out the wants of the South African people. It is important that we do not make a bad start; a good start is everything. I therefore consulted with the steamship authorities on the matter, and they at once granted nominal transportation rates to that country. [Applause.] In the course of a further conversation Sir Alfred told me that there was scarcely anything that the Canadians manufactured that the South African people did not want and were ready to buy from us.

TRADE WITH AUSTRALIA

As to trade with Australia, he said it was his firm hope to soon see established a steamship line between Canada and that country via Cape of Good Hope. The carrying out of this scheme will depend largely upon the success met with by the South African line. The parties having to do with the one would have to do largely with the other. A gentleman in New York told him they had a monthly service between that city and Australia, and that half of the cargoes were of Canadian goods. On learning this he ascertained the names of the Canadians who were supplying the products and wrote them advising them not to make a contract for any length of time, so that if we established a line they could transfer their patronage to it. (Applause.) And he had received several satisfactory replies.

WHY NO TENDER WAS MADE

It would perhaps be interesting for them to know the reason why no tender was made in England in answer to the call for the establishment of such a line. The reason given him by the chairman of the Federal Steamship Company was that there were Australian merchants whose partners were doing business in England, and not one of these men bought a pound of produce in Canada. He made it a point to see one of these agents, who gave him the somewhat

valuable information to the effect that they (the agents) were not going round the world looking for goods: that they simply sat in their offices and waited for producers to go to them and to show them their goods; and those who did not go could not expect their trade. All these agents expressed their great desire to trade with us. Western Australia was a magnificent field for the development of trade, especially in the iron and steel business. They had only a moderate tariff there, and we should practically catch the whole of that trade with an effort on our part.

CANADIAN GOODS VIA NEW YORK

Referring again to the establishment of a line to Australia, Sir William stated that he received a letter a few days ago from Sir Alfred Jones, stating that in a short time he would be in a position to make a proposition to the Canadian Government in regard to the matter. He knew of one Canadian establishment shipping large quantities of paper via New York to Australia, he had forgotten the extent.

E. B. Eddy, Hull—Twenty tons a day.

Sir William—Oh, there is the very gentleman himself. I trust he will lend his influence in establishing the new line. I think it would be a fitting gift to give to Canada, on the first of January coming, a through-Australian route. (Applause.)

Continuing, Sir William spoke of the approaching completion of the Pacific cable as a help in the development of our trade, and in conclusion urged every one present to do his utmost with that object in view, as now was an important time for activity and determination in this direction.

His remarks were received with deep interest by the members, and a cordial vote of thanks was moved by Mr. Murray, seconded by Mr. Munro, which was carried and presented amid hearty cheers.

Sir William acknowledged the compliment, and stated that for anything he had been able to do, credit was due to the present government, and he accepted the thanks of the manufacturers not only for himself but for his colleagues.

FOREIGN VISITORS

Messrs. Raymond Birks, of Adelaide, South Australia, and J. W. Flanders, of Capetown, South Africa, were also present and addressed the Council briefly upon the condition of export trade to their countries. Their remarks were listened to with much interest.

The meeting then adjourned.

The head offices of John Dick Limited, who purchased the business of Dick, Ridout & Co., is at 77 York St., Toronto. Mr. John Dick began the jute and cotton business 26 years ago in Scotland and has been actively engaged in it ever since.

TORONTO BRANCH

New Executives' Good Start

THE first meeting of the new Executive of the Toronto Branch was held on the 16th ultimo.

The chairman, Mr. W. P. Gundy, presided, and the following members of the committee were present: Messrs. J. H. Housser, J. H. Paterson, J. T. Sheridan, Wm. Stone, Robert Crean, C. N. Candee, W. K. George, James P. Murray, D. Taylor McIntosh, F. B. Fetherstonhaugh and R. J. Younge.

Communications were received regarding building by-laws and collection of garbage, two matters which are at present before committees of the city council. In both cases it was decided to await action on the part of the council.

The various questions that are likely to come before the branch during the present year were outlined by the chairman. Among these, the most important, and the one most likely to require prompt and careful attention, is the subject of machinery tax. The question was taken up by last year's Toronto Executive, and through their efforts the legislation that was to expire in December of this year was extended to December, 1903, thus leaving until that date the law with regard to exemptions as it has been for the past ten years.

It is possible that a general statute will be brought in by the legislature at its next session covering this question, but as this is exceedingly doubtful, it may be necessary for the manufacturers to take early action with a view to securing such special legislation during the coming session as will retain to municipal councils the power of exemptions which they have hitherto held under the statute. To this end, the chairman proposed that the cities and manufacturing towns of the Province should be visited by someone on behalf of the Association, for the purpose of securing the support of as many centres outside of Toronto as possible; that a careful statement of the facts of the case should be prepared and placed before the Government and the different municipalities; and finally, that a meeting of representatives from the various municipal councils favorable to our views might be held in Toronto prior to the session of the Local House, to discuss the subject and secure concerted action.

As there has been, in the past, strong opposition in the local legislature to any suggestion coming from Toronto, it was felt that our case would be very greatly strengthened, not only in the House, but throughout the country, if this important subject was taken up by the Executive Council rather than by the Toronto Branch, and it was therefore decided to refer the question to the Executive Council with the request that

they take such steps as may be necessary to have the matter promptly attended to.

TECHNICAL EDUCATION

A resolution regarding the employment of technical school pupils was carried as follows:

"That, in order to show the appreciation of the practical training now being given by the Toronto Technical School, the Executive of the Toronto Branch of the Canadian Manufacturers' Association urge upon the members of the Branch, and manufacturers generally, to assist the school and its pupils by giving a decided preference to applicants for positions

who hold certificates of attendance and fitness as issued by the School."

It was also decided that a vigorous campaign should be undertaken to increase the membership of the Association in Toronto. A committee consisting of Messrs. Gundy, Thorn, Murray, Crean, McIntosh, Sheridan, and Dusseau was appointed to act with the secretary to this end. The membership at present stands at 278, and the committee hope to increase it to at least 350. In this connection an alphabetical list of all the members of Toronto is to be prepared and forwarded to each member on the committee. It was decided that the Executive of the Branch should meet monthly, on the second Thursday, at 4.30 p.m.

MONTREAL BRANCH

THE Montreal Executive had a record attendance at its September meeting, no less than nineteen members being present. Mr. Wm. MacMaster was in the chair. There were also present Messrs. W. W. Watson, C. C. Ballantyne, Robert Munro, J. E. Matthews, J. C. Holden, Jas. Davidson, Geo. E. Drummond, R. C. Wilkins, J. S. N. Dougall, W. T. Whitehead, J. H. Sherrard, Geo. Esplin, J. T. Hagar, R. R. Stevenson, E. Tougas, J. J. McGill, A. H. Sims and G. Kilpin.

In response to the resolution of the Executive Council that Sir R. J. Seddon, the Premier of New Zealand, should be entertained if he should come to Canada, it was decided that a banquet should be tendered him by the Montreal branch. We are now awaiting information in regard to his movements.

A suggestion of R. R. Stevenson that Sir Wilfrid Laurier should be invited to our next dinner was favorably received, and an attempt will be made to have him and several of the other ministers grace the first of the winter meetings in Montreal.

TECHNICAL EDUCATION

The most important matter that has exercised the Montreal branch this month is the improvement of the technical facilities of the city. The committee that was appointed at the annual meeting to take steps in this direction met on September 5th and decided to approach the Executive of the Mechanics' Institute and ask their co-operation. The Mechanics' Institute has an office building on probably the best site in the city, the corner of St. James and St. Peter streets. It is not a modern structure and the Institute is just about paying expenses while it is no longer doing the good work that once made it a resort for the Montreal mechanics. At the last annual meeting of the Institute the Executive was given power to sell the building and devote the proceeds, which will amount to \$75,000 or \$100,000 to the erection of a "Mechanics' Institute Technical School."

It is thought that such an institution would meet the modern needs of the mechanics.

Should such a nucleus of a fund be secured to which both the mechanics and manufacturers could invite further subscriptions it is fondly hoped that the fund could be swollen to large proportions—large enough to both construct and endow the institution. It was with this idea that the following committee was delegated to wait on the Mechanics Institute Executive, Messrs. R. Munro, S. Colson, G. Esplin, J. W. Hughes, J. Horsfall, J. C. King and G. E. Drummond. The meeting took place in the Institute committee room, and was enthusiastic throughout. Messrs. Munro, Hughes, Colson and Secretary Cooper spoke on behalf of the manufacturers, while several addresses were made by the Institute, all in favor of co-operation in the important and much needed movement. Mr. Mackey, the president, promised to bring the matter before the next meeting of the Executive. He did so a week later and a resolution was passed to act with the Manufacturers' Association, the following committee being appointed to represent the Institute: Messrs. Mackey, Stevens, Harper, Casey and Bromley.

The successful outcome of these negotiations has brightened the hopes of those most vitally interested in the technical education movement. Having this fund as a nucleus, and the certainty of both private and Governmental aid, the work that the committee has on hand should bear good results.

During the past month, the Montreal secretary has had the pleasure of introducing three agents to the Montreal manufacturers: Mr. Raymond Birks, Adelaide, South Australia; W. J. Clarke, Sydney, N. S. W., and E. J. Howell, London, England.

MR. TARTE'S VISIT

It must not be omitted that Hon. J. I. Tarte, the Minister of Public Works, has been in the city during the past month visiting the different factories, attaining to a full appreciation of Canadian industry, and

learning of its tariff needs. He visited several of the cotton mills, some of the iron works, and two of the boot and shoe factories. His visits stamp him as a most energetic and public spirited minister, and the manufacturers have not been slow to testify to their appreciation. A warm welcome awaits him when he finds time to extend his researches.

NEW MEMBERS OF THE CANADIAN MANUFACTURERS' ASSOCIATION

Applications approved September 18th, 1902.

Jobin & Rochette, Quebec, shoes. (This application was approved last month but was not properly published in last month's paper).

Canadian Cereal Co., Toronto, oatmeal, flour and cereal food products.

Canadian Oak Belting Co., Brockville, leather, belting, lace leather, welting—tanners.

U. Cantin, Quebec, patent leather and black leather.

Chas. Cockshutt, Toronto. (2nd member Cockshutt Plow Co., Brantford).

Thos. Duchaine, Quebec, boots and shoes.

P. Dugal & Matte, Quebec, patent leather.

Gee Electrical Engineering Co., Toronto, dynamos, motors and electrical appliances.

Hodgson Iron & Tube Co., Montreal

Lyman, Sons & Co., Montreal, pharmaceutical preparations, drug and spice grinding; perfumery.

Montreal Cotton & Wool Waste Co., Montreal, cotton waste and wool waste of all kinds.

Morin, Frere & Co., Quebec, leather.

E. T. Nesbitt, Quebec, planing mill, sash and door factory.

W. B. Newsome & Co., Montreal, marmalades, jams, jellies, pickles, etc.

Proteau & Carignan, Quebec, ale and porter; brewers.

Quebec Preserving Co., Quebec, jams and jellies.

Richard & Co., Quebec, leather friction and fibre board, leather counters and shoe stiffeners.

Wm. A. Ross, Quebec, machinery, etc.

Semi-Ready Clothing Co., Montreal, men's clothing.

Elie Turgeon, Quebec, leather.

United Shoe Machinery Co. of Canada, shoe machinery and supplies. (Montreal).

Whaley, Royce & Co., Limited, Toronto, musical instruments.

CHEMICAL INDUSTRY.

The thirty-first annual meeting of the Society of Chemical Industry was held in Liverpool, July 15th to 31st, 1902. The membership of the Society now numbers 3,794, an increase of 159 during the last year.

The following item in the report is of interest to our members:

"In January the council acceded to the application of 32 members and 21 candidates for membership, residing in the Dominion of Canada, to form a 'Canadian Section' of the Society. Prof. W. R. Lang, of the University of Toronto, was subsequently elected chairman, with Mr. Alfred Burton, honorary local secretary."

Prof. W. R. Lang, Toronto, in speaking at the annual banquet, spoke in part as follows:

"He hoped the time would come when the section of which he had the honor to be chairman would be able to welcome the Society in their midst, and entertain them as well as Liverpool had done, in that wrongly-called land 'Our Lady of the Snows.' He should like to take that opportunity of thanking the members of the council for the kind way in which they received the proposal that was put before them for bringing together the various interests of the great Dominion of Canada and confederating them into one section, which was inaugurated some six months ago. They were largely indebted for the formation of the Canadian section to the great assistance which had been rendered by that very powerful society, in Canada, the Canadian Manufacturers' Association. He should like to place on record his cordial thanks for the assistance which had been rendered them by the Manufacturers' Association. Their object was to bring together the manufacturers of Canada, and the manufactures which were concerned with chemical industry were increasing enormously in the Dominion. They also wished to see a thorough chemical education given in their universities, so that their youths might go out into the world and take their positions in the big works that were growing up all round."

CAPE COLONY

The trade of Cape Colony for the five months ending May 31st, 1902, as compared with the same period, 1901, shows an increase of nearly one-third. The total imports amount to £13,110,000; the exports £4,906,000.

Interesting items for Canada are given below:

	FIVE MONTHS ENDING	
	May 31, 1901	May 31, 1902
Provisions (including butter, cheese, meats, etc.)	£905,000	£1,573,000
Metals and metal manufactures (iron, lead, machinery and hardware)	650,000	1,065,000
Haberdashery and Millinery	525,000	827,000
Cotton manufactures	441,000	761,000
Leather & leather manufactures	384,000	592,000
Wood and manufactures, Carriages and wheeled vehicles	327,000	504,000
Agricultural implements	68,000	133,000
Paints and colors	32,000	43,000
	25,000	36,000

Canada now has direct steamship service with Cape Colony, and is in a position to compete with the world in any of the lines given above. As Sir William Mulock pointed out in addressing the Executive of the Association, Canada needs no introduction in South Africa, and the above items show that we are in a position to supply many of their needs.

CANADIAN SHOWROOMS IN NEW ZEALAND

Mr. Th. de Schryver, correspondent member of the Association in New Zealand, has arrived home from his visit to Canada, and writes with much confidence regarding Canadian trade with New Zealand. Auckland, where Mr. de Schryver makes his headquarters, is the most populous city in the colony, and the largest shipping centre.

Since returning home he has advertised for tenders for the building of an up-to-date and attractive showroom, to be used exclusively in exhibiting Canadian samples. This move on Mr. de Schryver's part will be highly appreciated by the Canadian firms he represents, and speaks much for the confidence of Mr. de Schryver in the future trade of his colony with Canada.

SHIPMENTS TO THE TRANSVAAL.

J. W. Taylor, under date of July 26th sends a strong letter regarding shipments for the Transvaal, from which the following is an extract:—

"I have to inform you that the American consul at Cape Town is advocating the establishing of a depot at that port for the supplying of up-country trade. This by the way, so far as the Orange River Colony and Transvaal are concerned, will in no wise hurt Canadian trade, as merchants (as will be seen by the latest Customs returns), prefer shipping through a port where the railage is only about one-half that from Cape Town.

By looking at the map of South Africa it will be seen that Durban and Dalagoa Bay are the natural ports of entry for the Transvaal, and Durban and East London for the Orange River Colony. Freight is, and will be, so long as the railways are owned by the Government, the largest item the importer has to figure on, and how anyone can hope to compete from Cape Town in the Transvaal market, where freight rates are one-half more than from Durban, and twice that of Dalagoa Bay, is beyond any figuring the writer has ever done. Average 3rd class rates per 100 lbs. from Cape Town to Johannesburg, 9s. 3d., from Durban 6s., and from Dalagoa Bay 5s. It will there ore be noted, that unless cost is no object, Cape Town can never be taken into consideration when catering for the Transvaal Trade."

RECENT UTTERANCES ON THE TARIFF

HON. J. I. TARTE

AT GANANOQUE, SEPTEMBER 24th

LIBERALS PLEDGED TO LOWER TARIFF

The Liberal party, I grant, was pledged to lower the tariff, but that was when it was believed that the Americans would consent to trade with us. We have been to Washington and we have changed our minds. Sir Wilfrid Laurier spent nearly five months in Washington and when he came back he was very angry, although he is a very patient man. We could not do anything with them. During last session Sir Wilfrid said distinctly and eloquently that he would not go again there and when he said it he was cheered by both sides of the House. These circumstances being taken into account I say I do not deserve the excommunication pronounced upon me by some of my political friends because I have advocated the policy of Canada for the Canadians. On that policy, it is said, I should not have spoken as I do. I am not a coward. Last year at the Manufacturers' Banquet in Montreal, with Sir Wilfrid Laurier by my side and the Minister of Finance on the other side, I said what I now repeat and it is this:

"Are the people to depend for all time upon the United States of America, our neighbor. Our friends on the other side of the line have raised a wall against us, they show no disposition to lower it, and if I am not mistaken, sir, I would say that they take us by the throat every time that they can. Now, I want to know why our Canadian custom laws are not to be just as self-protecting as theirs? I have not been able to see, for the life of me, why our laws should not be as protective as those of the United States. We want to advance; I do not care much about words, I care less about theories; theories and words have given precedence to circumstances, and I say these are circumstances which we have to confront.

"I say why should the Americans invade our markets? I am speaking now of the woollen industry, and I will speak of no other. They should not invade our market, if we can sell to the consumer just as cheap as the American, and I want to know why we cannot. I am not discussing the tariff in detail, I am laying down principles. I say that the first principle for an individual, as for a nation, is to defend himself. In speaking as I do, I know I am speaking with the very large majority of the Canadian people.

"Now, do not believe gentlemen, that I belong to a Government where everyone takes just the same view. My friend, the Minister of Finance, has very rightly stated that questions of this kind are generally settled

by compromise. I have been brought up a Protectionist—in the Protectionist school—and I have not renounced my faith, and I do not mean to renounce it."

PREMIER DID NOT REMONSTRATE

"I spoke this in the presence of the Prime Minister and the Minister of Finance. The Prime Minister did not intimate to me then, he has not intimated to me since, that I could not be his colleague, because I spoke then as I speak now. If he had intimated such an opinion to me I would have made up my mind as to whether I could remain his colleague or adopt another course. Since 1897 we have received many deputations. I have been present at the interviews of nearly all those deputations with the Minister of Finance. To those who asked for increase of the tariff we answered that it was dangerous to tinker with the fiscal policy of the country. We begged them to wait. The tariff as revised in 1897 had produced good results. The Minister of Finance, speaking for us all, said we were not ready to make changes. But before last session we were so strongly pressed that the Minister of Finance announced to the House that we were going to make a revision.

DID NOT MEAN A LOWERING

"My friend on the *Globe* says that meant that the tariff would be lowered. I take exception to that statement, and I know that I am echoing the sentiment of the whole Government when I say that it was not meant in the sense that the tariff would be lowered. It meant that wherever improvement is required, improvement is to be made. It would be a calamity, it would lead to financial disaster, if the impression were created that the Government would lower the tariff. And still the *Globe* takes upon itself to say what no business man would dare to entertain for one minute. I am not here to say that the tariff must be raised all along the line. Nobody dreams of such action, but the Canadian people is bound to look around, is bound to ask whether we are going to be drowned by foreign nations and foreign industries. (Applause).

"I will not go into the details of the tariff, but let me ask, for instance, whether, in view of the attitude of Germany's policy towards us, we would not be justified in making some move? Germany has excluded our wheat. Why should we allow Germany to sell her rails here without duty? What about the case of pulp wood? The American Government has increased the duty on pulp 25 per cent. This is because Ontario and Quebec have placed restrictions on the

export of pulp wood cut from Crown lands. But the action of these provinces would not affect more than 10 per cent. of the output. We sent to the United States last year pulp-wood enough to manufacture 272,964 tons of pulp. That represents \$11,371,000 that the Americans have made from our Canadian wood. They have added 25 per cent. to the tariff on pulp, and we are allowing them to take our pulp wood free. Are we not good fellows indeed? Are we not a capital lot of fellows? (Laughter.) They slap us on one cheek and we kindly present the other for their slaps."

Mr. Tarte then made reference to the action of the Government in abolishing the duty on binder twine and barbed wire. In his opinion, most people were now convinced that the abolition of these duties had not been a benefit to Canada. The Canadian factories had been ruined, but the consumer did not get the articles any cheaper. The lowering of the duty on agricultural implements had not made them any cheaper. It had been said that if they wanted the Canadian North-West to be filled they must not raise the tariff on anything.

He asked them how it was that the western lands of the United States had filled up despite their high tariff. If this country was to be bound together it must be united not only politically, but commercially. If care was not taken in the North-West, there might be worry and trouble in the near future. The population was largely foreign, and it was through trade that the rest of Canada could keep in touch with the west more easily than in any other way. The east was willing to do all it could for the west, but only on condition that the westerners would be Canadians like others.

There was a time in the Maritime Provinces when no man called himself a Canadian. The ties which were created by trade had much to do with obliterating this feeling and making a united country. As to the preference tariff, it might be altered if found to work badly in any direction. It made him tired to hear people say not to touch it. A tariff was like the price of goods, not always to be maintained at the same rate, but to be changed according to circumstances.

At the same time he was a strong Britisher and strongly favored building up trade between the colonies and the Empire.

Mr. Tarte closed with an appeal to the manufacturer and the farmer to stand together. He declared it to be a crime to try and make them enemies. Let there be no more national or religious difficulties, but let Canada be a nation, free, prosperous and independent.

HON. G. W. ROSS

AT STRATHROY, SEPTEMBER 26th

THE TARIFF QUESTION

Referring to the tariff question, Mr. Ross said the Dominion Government had great difficulties in adjusting the tariff to suit everybody. The farmer may want a certain policy that would not be satisfactory to the manufacturer; but the people of Canada can be trusted to settle the difficulty. An adjustment of the tariff will have to be made from time to time for the next generation; there is no finality in it. He cared not by what name it is called. In West Middlesex they used to think they were free traders, and in 1878 they persuaded themselves that the nearer they were to free trade the better, and he believed so still, just as he believed the nearer we are to heaven the better. But free trade in this country is an actual impracticability. Then what are we going to do? Study our own conditions. He cared not who said "No," or who said "Yes." What we want is a tariff to suit ourselves, first, last and always. It mattered not to him how that is adjusted, so long as we get

the highest degree of prosperity under it, nor did he care whether it suited anybody else or not so long as it suited ourselves. It mattered not whether the Americans liked it or not. We have nothing to do with them, except to keep them on their own side of the line, if necessary. He did not talk retaliation, but, supposing our neighbor's cattle get into our farm and we put up our fences to keep them out, is that retaliation? No, no; we are simply taking care of our own. If we want to take our neighbor's fence down and turn our cattle into his farm that would be retaliatory, but he would build up his fences if he wanted to. This is a pure business matter, and he endorsed Mr. Tarte's motto. "Business is business." He subscribed thoroughly to Mr. Tarte's doctrine of manufacturing our own raw material and keeping our manufacturing industries here and building them up, and when we have done this, we have done all that as good Canadians we ought to do and can be expected to do.

MR. HENRY MILES

AT GANANOQUE, SEPTEMBER 24th

"I speak," said Mr. Miles, "as a business man, and with the subject we discuss to-night—the best business interests of our country—it is surely not necessary to disclaim politics. The Customs tariff is the great issue to-day. It is, of course, of vital importance to manufacturers, but I claim it is of greater importance to our young national life. The present tariff law passed when Sir Wilfrid Laurier came into office does not very materially differ from its predecessor the National Policy Enactment of 1879. It is much simplified, and unpleasant friction with importers has largely disappeared. The British Preference first of 25 per cent. and later 33½ per cent. constituted a marked change, but it is absurd for anyone to say that the present Government inaugurated Free Trade or that Free Trade is the principle under which Canada has been governed since 1896. Free Trade is dead in this country.

PROTECTION IN OUR TARIFF

"The principle of protection exists in our tariff and as far as I can gather, no one desires a general advance in the Duties imposed. The British Preference has adversely affected some of Canada's Industries.

"In this direction we find some of the strong reasons for a revision of the whole tariff—German and other foreign goods come to Canada through British channels and have the advantage of this Preferential treatment. This was never intended and could not have been foreseen, yet quantities

of such goods are to be found in our market. The only safeguard for this in the Law is that 25 per cent. of the value of the goods shall be British."

HOW GERMAN GOODS COME IN

"English wholesale merchants can, for instance, import an article from Germany unfinished in manufacture, add 10 per cent. to the value in finishing, and, then, the addition of the 15 per cent. profit of the jobber in England enables securing the advantage of the Preference Tariff for goods really of German origin. In many directions it is easy to see and to estimate now the working of this tariff feature. I will only offer for illustration one or two items—perhaps not the most important—but on the principle that 'straws show the way the wind blows.'

"French gloves become 'British manufactures' by passing through England, and, while in transit, having buttons added and boxes provided. Neckties—duty 35 per cent. and the silk of which they are made is dutiable at 30 per cent. Silk is not a British product, but when made into ties in Great Britain enters at 35 per cent. less 33½ per cent. preference. The manufacturer of silk neckties in Canada, therefore, pays more duty on his 'crude material' silk than the dry goods importer pays on the manufactured product.

"Conditions have changed since this tariff was made, and I believe Canada wants a revision.

INDUSTRIES LIFE OF CENTRES

"The industries are the life of the populous centres, and these furnish the most valuable of all markets to the agriculturists. All interests should work together for they surely have one common aim—our country. I believe that protection should be extended—a revision of the tariff should be based upon the needs and conditions that prevail to-day, and there should be a national ring in the measure from beginning to end.

"There is no supposition about the question of protection of our Canadian industries. There is no question of experimenting about it at all. Foreign nations afford most patent examples, and our nearest and most typical neighbor, our greatest commercial rival—the United States—boasts a history under high protection that will ever stand before the whole world as a monument to business foresight and brains in government.

SAYS REVISION IS DEMANDED

"I hope that the Hon. Mr. Tarte will carry a word to the council of his colleagues favoring a revision of the tariff, which it is apparent to so many, is really demanded by the conditions now existing in this country. We do not say the demand for consideration is based upon poverty, distress and ruin, but it is a call from Canada, rich in field, forest and mine; from Canadians prospering and happy in their citizenship, but who would wage the war of progress and commerce on the lines of Canada for Canadians, and believing that greater development and prosperity will be achieved under a national impetus than is within the power of our Government to give."

TRADE NOTES

Messrs. Wilson, Munro & Cassidy, bookbinders, etc., of Toronto, have dissolved, Mr. Cassidy retiring. The business will be carried on hereafter under the firm name of Wilson, Munro & Company, who have taken over the accounts and assumed the liability of the old firm. The address is the same as formerly, 77 York st.

At St. James' Palace, Manchester, August 25th to 29th, a large exhibit of the products of Canadian, American, English and German musical instruments was held. Several Canadian firms made exhibits, and Mr. Dunlop, of the Thomas Organ and Piano Co., Woodstock, was specially honored by the directors, formally opening the exhibition.

The Otis Elevator Company, of Hamilton, have acquired the business of the Leitch & Turnbull Co., of the same city, known as the Canadian Elevator Works. The members of the Leitch & Turnbull firm will give their attention to the new business. The new company is erecting a large modern elevator plant in Hamilton for the manufacture of electric, hydraulic, belted and hand power elevators.

YUKON TRADE

Report to the Canadian Manufacturers' Association on Trade Conditions and Prospects in the Yukon

S. MORLEY WICKETT, Ph.D.

THE gold production of the Klondike according to estimates in our Geological Reports as reproduced in the Statistical Year Book for 1901, has been as follows:—

1885-1896 (12 years' average) ..	\$128,200
1897	2,500,000
1898	10,000,000
1899	16,000,000
1900	22,275,000
1901	18,000,000

And for the present year the probable output has been placed at \$12,000,000. This makes to date a total of 80 millions. With such figures the land of "infinite possibilities" of yesterday has become an industrial fact worthy of consideration at the hands of business men.

The chief query to-day, with regard to the camp, is whether the supply of gold is likely to shrink rapidly; whether the deposits are already becoming exhausted. A month's visit to the country will convince, I think, the observant, open-minded traveller that the gold bearing sands are of immense area; that though the output may fluctuate, and even at times fall much lower than this year, the camp will remain an important one for many years—how many no one can say. Its life depends on too many contingencies for anyone to place a limit. All that we need say now is that the camp is too important and too promising for Canadians to neglect. Productivity, moreover, must always be estimated in comparison with costs. The cost of mining in the Yukon has fallen fully 50 per cent. since 1899; next year it will be lower still.

It is always dangerous to accept frankly the judgment of a mining camp concerning itself. But it is almost convincing to note the unanimity of opinion of miners, merchants and bankers with regard to Yukon possibilities.

Mr. Henry A. Miers, Professor of Mineralogy in Oxford, in his open letter on the Yukon writes: "I have found outside the country a somewhat wide-spread impression that the Yukon Territory has seen its best days, and will not long continue to be productive; I must confess that I shared this impression before visiting Dawson. A short stay in the country is, however, sufficient to convince a visitor that, even putting on one side the possibility of quartz mining, many of the properties now worked have many years of life left in them at the present rate, and that a comparatively small portion of even the Klondike district has been worked out. It may well be that the extravagantly rich deposits are exhausted, and that no second stretch of $3\frac{1}{2}$ miles upon a single

creek will ever again produce from 25 to 30 million dollars of gold. Yet, even when the Klondike district is exhausted there remains the whole Yukon Territory, which is certainly auriferous over considerable areas."

My visit to the North was made at a most enjoyable time of the year, and under the favorable auspices of the Canadian Manufacturers' Association. I left Vancouver on the 4th of August, and was back in that city on Sept. 12th. During this time I visited, not alone White Horse and Dawson, but travelled over the chief creeks of the Klondike—Bonanza, Eldorado, Gold Run, Dominion and Hunker—visiting the chief



S. MORLEY WICKETT.

mines and inspecting the various mining methods. At White Horse I was driven out to the Grafter copper and gold mine. The courtesies extended to me as representative of the Association made my trip most profitable and pleasant. The North has indeed not forgotten the traditions of western hospitality.

The time was also very opportune, for the present summer is witnessing the passing of the old order of things, the transformation of the conditions and life of a young mining camp into the industrial and social conditions of an organized and civilized community. This transformation has given rise to varied reports, and calls for some explanation. First, however, a word as to the camp.

EXTENT OF THE YUKON

The Yukon territory is a huge district of approximately 198,000 square miles, resting on the north of British Columbia, between the Mackenzie River on the east and Alaska on the west. It lies in the same longitude

as Norway and Sweden from Christiania northward. The Klondike gold fields, as popularly understood, cover a small area of about 30 to 40 square miles, bounded by the Klondike, Yukon and Indian rivers. But prospectors have been busy, and the country to the north (Forty Mile Creek), the west (Sixty Mile Creek), and the south (Stewart and Salmon rivers and their tributaries) is here and there awakening into life. There are, Mr. Wm. Ogilvie says, seven thousand miles of creek in the territory. At most two hundred miles have been opened up to date, and a further fifty miles fairly well prospected. A warning, however, is to be thrown out: it must be clearly understood that geological investigations made up to the present, and the history of other placer camps, do not warrant us in anticipating another Eldorado. Rich gravels may, and doubtless will, be found here and there; but local opinion seems settling down to the belief that the rest of the country is made up largely of lower grade gravel, which, generally speaking, can be successfully washed only in a large way and after considerable investment of capital. I shall refer briefly to mining prospects later.

THE CLIMATE

If you travel northward from the great coast range to the north of British Columbia, you will find that the general elevation tends to fall all the way until you reach a range about 20 miles north of Dawson. The coast mountains show a maximum altitude of about 19,000 feet, which steadily diminishes as you go north; and the highest point in the Klondike, the Dome, which some vainly expected to be the "mother lode" of the alluvial gold, is only 3,700 feet. The Klondike is thus, as it were, an extensive valley sheltered behind the coast mountains. This geographical situation determines the climate of the Yukon. To the fall and elevation of the country add the fact that the coast range sifts the cold damp winds of the coast of their moisture, and it will be understood how we find the interior of the Yukon so dry. Add further the intensity and long duration of the northern sunshine from May onward, and it will be easily understood, as Mr. Treadgold remarks, how it is that we can pass from winter on the Alaskan coast as early as May, into summer in the Yukon interior, though faring due north all the time. Even on the first of June he had severe winter, he states, with trying snow, rain and fog on the Chilcoot summit; four hours later he was at Lindeman and it was spring. Later still, on the same day, he was in full summer at Bennett, and so on much further north, in summer all the time. It is

mainly a question of elevation. The fall in general elevation more than counterbalances the advance northward. In the same way, on leaving Dawson on the first of September, I was being liberally sprinkled by a warm summer shower, and came almost into winter in the White Pass.

THE SEASONS

It is probably the Alaskan coast and extraordinary tales of winter hardship which have given people the impression that the interior of the Yukon is a land of almost eternal winter. In the romantic days of a couple of years ago, photographers had a great run on fantastic winter scenes. But the man of the camera reports now that the demand has veered almost solely to truer pictures of mining life. In the interior, as a matter of fact, from May to September there is no snow to speak of. Spring, summer and autumn differ but little from similar seasons, say, in Quebec; only the air is even more delightful. It is as champagne to the visitor. Spring begins about the middle of April, and summer, green, sudden, delightful and nightless, bursts forth in another month. From August 20th to Oct. 7th it is autumn, with touches of frost at night, and the poplars here and there are one blaze of gold.

Some of the creeks tumble into life early in April, the Klondike not until the end. The ice "goes out" about May 10th, but higher up, Lake Labarge holds freight in check until June. Boats from the lower river do not reach Dawson until the middle of July.

In November snow falls to an average depth of two feet. The great depths of snow recorded of the north will be found only in the passes. By the first of December the ice is safe for the travel of the stages. The thermometer, it is said, dips lowest, 60 to 70 below, in January and February. In the almost complete absence of wind, and on account of the dryness of the atmosphere, Yukoners compare twenty to twenty-five below zero to our occasional zero. But after that tales vary. The young men said it was keen; some said magnificent.

DAY AND NIGHT

One is often asked as to the daylight and night. The 110 days of summer have an average sunlight of twenty hours; for about half the summer there is continuous day. A little darkness comes by July 20th, gradually increasing, until in December and January twilight or daylight lasts but from ten to two.

FARMING

Remarks on the northern climate are incomplete without mention of Klondike vegetation. Opposite Dawson is a farm of 18 acres, which next year will be 40. Oats are the main crop. It is cut green for fodder. But vegetables, such as cabbages, carrots, radishes, potatoes, lettuce, celery, etc., flourish on the gravelly hill sides. This is really the first season when the people in the Klondike

knew the capacity of their summer in this respect. Next year most of the table vegetables will be raised locally. Blue berries, raspberries and cranberries grow wild in profusion, and strawberries even are found. The flower gardens surrounding the cabins are inviting sights.

A Yukon summer strikes one as a suggestive commentary on the Hudson's Bay route to England. It helps to explain, too, the surprising productivity of our western territories. Summer in the Canadian North-West has two hours more of sunlight than eastern Canada; the Yukon summer daylight, with its average of twenty hours, several more.

THE JOURNEY TO THE KLONDIKE SHORTEST ROUTE

From Vancouver to Dawson by the White Pass Railway is a fascinating seven days'

which will be completed this autumn. The road is about 80 miles shorter than the river, and will be of advantage to both local and through freight.

Every foot of the route northward interests the new-comer ("Chechocker"). Here and there the pack trails of the stampeders of 1898, skeleton log cabins, piles of empty cans, and fragments of queer hand-made crafts are mute monuments to that wonderful band who rushed northward in their vague quest three or four years ago.

COMFORT IN TRAVEL

The contrast is striking between the ease of travel now and then. You can travel to Dawson to-day with practically as great comfort as from Montreal or Toronto to Halifax. As long as the Yukon remains a mining camp this trip northward will remain a delightful tourist route. While speeding



TOWN OF WHITE HORSE, ON THE YUKON, THE TERMINUS OF THE WHITE PASS RAILWAY.

journey of 1,426 miles. A refreshing sail of 867 miles in the quiet waters of the inner channel to Skagway, and amidst the splendid scenery of Queen Charlotte, Prince of Wales and the hosts of other islands; then a seven or eight hours' run of 111 miles, 9 a.m. to 4.30 p.m., by the White Pass and Yukon railway over the White Pass and along the shores of Lake Lindeman, and Lake Bennett to White Horse; and three days down the broad, swift running, but shallow Lewes river, or Yukon, as it is usually called, to Dawson, 448 miles. The current of the Lewes is about five miles per hour. A good photograph of a river boat, recalling the Saskatchewan and the Mississippi, is given with this article.

For those who do not wish to take the boats or drift down from White Horse on scows or rafts, there is the Government wagon road from White Horse to Dawson,

along the shores of Lake Bennett I recall passing a train carrying a party of tourists from Boston *en route* to White Horse. The present passenger rates from Vancouver to Skagway are \$30 each way. From Skagway to White Horse, \$20, and from White Horse to Dawson, \$50, or \$60 return up river, which includes meals and berth.

WATER ROUTE

I have mentioned the shortest route first because it is the shortest. The second—the original—means of access to the Klondike is the water route via the port of St. Michaels just south of Behring Strait, 2,739 miles from Vancouver, thence 1,800 miles up the Yukon to Dawson. By this route Dawson is 4,500 miles distant from Vancouver, as against 1,426 miles via the White Pass. On the one route freight uses up about a month or five weeks in transit, the second route eight to twelve days.

VALDEZ-YUKON RAILWAY

A third route is now being constructed in the form of a steam railway 400 miles long from Valdez, on the Alaskan coast, about half way between Skagway and St. Michaels to Eagle City, on the banks of the Yukon, 106 miles from Dawson. The Valdez-Yukon line aims at opening up the Alaskan copper fields, and if conditions warrant, will doubtless be extended to Dawson.

WINTER TRAVEL

It may be well to add that winter causes no interruption to ocean and railway traffic by the White Pass as far as White Horse. The new wagon road for the rest of the way will prevent interruption in November and in spring to passengers. In leaving Dawson for home one "goes out." In going to Dawson one goes "in." In winter you "go in" over the ice in an open sleigh. In the course

this number will be made up by the wives and children who have at last come to live in the far North. On the other hand, the forthcoming (second) directory of Dawson will contain over a thousand names less than last year. The city, however, has a very shifting population, which declines in the fall and swells in the spring.

The town is laid out in regular streets at right angles to each other, the through streets being called avenues, first to sixth, and the cross streets King, Queen, Church, etc. Its large warehouses, its immense departmental stores, where everything can be procured from a pin to a haystack; its extensive Government buildings; its wooden pavements and good roads; its telegraph, telephone and electric lighting apparatus; its many fine shops and hotels and houses give

autophones are in service. Fifty cents is the minimum toll per message delivered.

For fire protection there is a well officered fire brigade with reel, ladder and steam engine. Water mains with hydrant connections have been laid on some of the streets and are being gradually extended. The water is pumped from the Klondike. To keep the water from freezing in winter it is forced continuously through the mains into the river below, while the further precaution is taken of running a jet of steam through the pipes. The water is delivered from house to house by water carriers at so much per bucket, (in winter 25c. "two bits").

THE ASSESSMENT

The assessment of the town for 1901 was \$11,648,000, 4¼ million being for realty, 6 million for personalty, and one million for income. The tax rate is approximately two mills in the dollar.

The assessors anticipate that the personalty assessment for the present year will not be materially altered in the total.

An idea of the extensive stocks carried will be gleaned from the assessment of some of the business houses. The stock in trade of one company was assessed for \$1,800,000, that of another at \$650,000, two others at \$250,000, still others at \$175,000, \$125,000, \$90,000 and \$80,000, five at \$50,000, &c.

INSURANCE

Insurance of these stocks is expensive. The lowest commercial risk is 2 per cent. This rate is given on stock in one of the three brick buildings of the city. A large amount is carried at 4 per cent. and some at 10 per cent. An estimate by the leading insurance agent of Dawson places the amount of insurance at present in force at two and a half million dollars, against a personalty assessment of six million. Each merchant stores his goods in warehouses usually built of corrugated iron placed in different parts of the town. In several quarters I heard the opinion expressed that rates were unnecessarily high, and that companies not yet represented might profitably extend their policies to the Klondike.

TRANSITIONAL STAGE

To-day Dawson is in a stage of transition. Up to the present it has had restaurants, saloons and petty shops sufficient in number and capacity to meet the requirements of a town of thirty to forty thousand inhabitants. With the closing up of the public dance halls and gambling resorts in July last, a great artificial stimulus to local trade was taken away. The business of many saloons, restaurants and small tradesmen was bound to suffer. Some shopkeepers have already given up business and a number of others must follow. Local disturbance has been further aggravated by the policy of the White Pass Railway in granting differential rates to large shippers. Add to this the threat of some of the large trading com-



COMING DOWN THE YUKON.

of the weeks' drive down river, only the driver is said to be occasionally frozen, and at the next road house speedily unfrozen and regaled, which seems to be the more essential.

DAWSON CITY

A few years ago a traveller to the interior of Central Africa told of his surprise at coming suddenly upon the neat gardens of the natives. Dawson, at the junction of the Klondike and Yukon rivers, in 64½° north lat., spreading out with an impressive front of piers and large warehouses, and the bustling life of a distributing centre, arouses like feelings. According to last year's Dominion census, the city had a population of 9,142, and the Yukon territory one of 27,219 including 2,600 Indians. Mr. Hartman, the Postal Superintendent at Dawson, credits both the population of Dawson and of the territories with an increase. Part of

it an unexpected aspect of stability. There are two theatres, three daily newspapers, two banks (Bank of Commerce and Bank of British North America), two well equipped clubs—the "Zero," and the "Arctic Brotherhood," four churches, the Presbyterian costing \$50,000. Mr. Carnegie has recently promised \$25,000 for a public library building.

TELEPHONES

The buzz of the telephone is always an indication of local business. There are three hundred and thirty telephones in use in the city at rates varying from \$10 to \$20 per month, according to the number (3, 2 or 1) on a single wire; and between 70 and 80 mines out on the Creeks have telephones for which they pay from \$25.00 to \$50.00 per month.

For messenger and telegraph service, 100

panies to force the small shopkeeper out of business or compel him to buy from them exclusively, and one can readily understand the dangerous position in which many small tradesmen found themselves.

Very few houses doing any business of importance have however "gone out." This is important to note. Several have consolidated to form the large Northern Commercial Company, with its many millions of capital. If mining suffers no temporary relapse, there should be no radical change in business conditions in the near future; though there promises to be less mining this winter than last, summer work being found more economical than winter work.

DECLINE IN RENTS

A natural sequence to the reduction in the number of small tradesmen has been a decline in rents and land values. When public gambling was permitted, almost unlimited rents could be demanded for sites on neighboring properties. Now, moreover, the town is filling out, and in place of First Avenue being the sole business street, Third Avenue, on which is the post office, promises to be the general artery of the town.

VILLAGES SPRINGING UP

Concurrently with all this, local camps or villages have been opening up during the last year or so on the creeks: Bonanza city ("The Forks"), Gold Bottom, Caribou city, etc., with their outfit of small shops; though all stores of goods must come from Dawson.

In spite of falling rents and dullness in trade in Dawson, I counted half a dozen new cabins in the course of construction, and three or four new stores.

DUST CURRENCY

The passage from an inflated gold dust to a legal currency, and a consequent fall in the local exchange value of dust, has been an additional confusing element which the banks, though not properly, have been made answerable for. Trade dust has fallen from \$16 to \$14 an ounce. The history of trade dust and currency side by side is an interesting instance of Canadian bi-metalism.

CREDIT

The fall of rents and values has naturally affected the loaning of money. Credit is no longer given so promiscuously as once. The more conservative policy of the banks and of companies, and of money lenders, who shape their policy by that of the banks, has resulted in a financial stringency that is hurrying out of business many of the small men who have been leaning on credit and borrowed capital. When the peculiarity of Dawson's business is recalled, that to carry on trade it is necessary to be able to lay in a large store of goods in the autumn to carry one over until the opening of navigation in May or June, it will be easily understood how widespread the effect of financial stringency must be. The two banks are big factors at such a time. While bank policy

has been here and there bitterly criticized, careful enquiry into several cases has not disclosed undue strictness on the part of the banks. As a favorable feature, it is to be noted that the present tightness of money in Dawson has been accompanied by a fall in the rate of interest from 2 per cent. to $1\frac{1}{2}$, $1\frac{1}{4}$, and for gilt edged security 1 per cent. per month. The town itself negotiated a loan of \$50,000 at the rate of 8 per cent. per annum.

It seems, therefore, that leaving aside the question of the stability of the camp, nothing has happened which was not to be anticipated in the ordinary course of affairs, though particularly through the stopping of public gaming, etc., it came almost unexpectedly fast. The high scale of prices, and the extravagant profits of the last three years,

vincial offices were opened in Vancouver and Victoria, and favorable terms offered to miners for their gold. The Dominion Government opened its Assay office on the 26th of July, 1901. But conditions have changed: the banks and trading companies, not individual miners, are expressing out the gold. Furthermore, with gold steadily at a premium in Canada, Vancouver could only act as a costly intermediary without being of much profit to local trade. The office must now be regarded rather as a necessary convenience to the few miners who come from the Yukon with their gold to Victoria or Vancouver, but more particularly as an integral part of public policy in providing for mining in British Columbia.

Some merchants in Dawson have asked for the transfer of part of the Assay plant



FIRST AVE. DAWSON, AS IT APPEARS TO-DAY.

must in the course of time, with the development of transportation and the coming of ordinary business methods, disappear. With the passing of unusual profits, the credit of tradesmen at the hands of the companies, of shippers and of the banks, must necessarily be affected. By next year the camp will have been cleared for more reliable steady business. I heard much of dullness in Dawson; I failed to discover it out on the creeks.

THE QUESTION OF AN ASSAY OFFICE

In the earlier days when miners came out with "pokes" of gold, it was of advantage to Vancouver and Victoria to provide for the purchase of the gold, and thus secure ready business for the merchants of the town. Hence the agitation for the opening of an Assay office at the Coast. The Dominion not responding with sufficient speed, pro-

from Vancouver to Dawson. Their reasons are, in a word, lack of confidence in the banks, which they regard as private institutions. Before leaving the north, I was shown the records of the gold purchases and sales by one of the banks. The figures showed that the prices the bank was paying were eminently favorable to the miner, so favorable in fact, that the Government Assay office could not compete except at a loss. The favor with which suggestions for a Government office meets seems heightened by the hope that the office would not deduct charges for shipping out bullion to the Coast. These charges amount at present to about $1\frac{1}{4}$ per cent. or \$150,000 on \$12,000,000. That the country should take over such an item, cannot be seriously entertained.

It may be interesting to give the returns of assays made in Canada to date. Dr.

Hannel, Superintendent of Mines at Ottawa has sent me the following figures:—

STATEMENT OF BULLION DEPOSITED AT DOMINION OF CANADA ASSAY OFFICE, VANCOUVER, B. C., FROM THE 26TH JULY, 1901, TO 6TH SEPTEMBER, 1902.

TERRITORY.	No. of Deposits.	WEIGHTS.		VALUE.	
		Oz.			
Yukon	313	56,965.23	\$928,965	11	
British Columbia.	436	22,746.83	388,658	93	
N. W. Territories.	15	324.66	5,965	57	
Ontario	26	3,032.02	47,036	15	
Unclassified	3	62.41	1,128	18	
Alaska	1	9.72	146	71	
Totals		794	83,139.87	\$1,371,900	65
ASSAYS IN 1901 OF B. C. ASSAY OFFICES					
Victoria	158	\$290,000	
Vancouver	88	98,022	
Grand totals..		1,040		\$1,759,922	
Gross expenditure on Dominion Assay Office for 1901-1902					
				\$20,382	74



A KLONDIKE GARDEN.

The Seattle Assay Office cost the United States in 1901 \$45,720, against which there was a revenue of \$40,599.

MINING OPERATIONS

When we speak of the gravels of the Yukon, we mean gravel in one of three situations: 1. valley; 2. hillside; 3. crest or bench. Klondike valleys in comparison with their little creeks are very wide and flat, with the result that the pay streak and the gold seems more evenly distributed than would otherwise be the case, and the sun has more effect on the open valleys. The same peculiarity is reported of the placer mines in Siberia to which the coast range on this continent probably extends.

The gravels cover bed rock to a varying depth of approximately five to fifteen feet; they again are covered by a black mould or

"muck" of a few feet to perhaps 12 feet or more in depth. Upon this "muck" grow moss and spruce trees, and through it the stream winds. It is to be noted that the creek never flows upon bed rock, but always above it, upon the gravels. The gulches being narrow and steep are usually covered with a considerable depth of surface muck. As a result, more mining has been done on creeks and comparatively little on gulches or pups.

The methods of mining at present in vogue will give an indication of the demand for mechanical appliances: (1) Rocking out gold, the "heroic" method of the early days, is still met with here and there. But men who carry on work on such a small scale must necessarily "gopher" their claims for rich spots.

SLUICING.

(2.) Sluicing, *i.e.*, shovelling the gravels into sluices of running water from which it is washed away, the gold being deposited in "riffles" placed at the bottom of the boxes. Sluicing is done by (a) "open cuts" or (b) "drifting" (tunnelling). If the muck is not too deep, it is stripped off and the gravel is exposed to the sun and then shovelled into the sluice boxes. This is "open work." If it is too deep, shafts are sunk and the work carried on by drifting. In the tunnels the gravels are thawed or softened mostly by the aid of steam points and the spraying of water. Pulsometer and other pumps along with plows, scrapers, derricks and buckets are here called into requisition.

STEAM SHOVELLING

(3.) There is at present, to my knowledge,

in the Klondike one large steam shovel at the mouth of Eldorado Creek, and I believe a second is in operation in another section of the Yukon. A third will be in operation in the spring. These machines work by "open cuts." In the case of the steam shovel at Eldorado, to which I have referred, the summer sun thaws, each day, enough gravel to keep the steam shovel in operation for about two hours. So that, provided the property is sufficiently large and the gravel fair pay, this method is extremely economical as regards labor and fuel.

DREDGING

(4.) Dredging the river bottoms is now being seriously tested practically for the first time. I refer to Mr. Ogilvie's work on the Stewart river. If this work results profitably many dredges will doubtless be set to work in the very near future. The Lewes River Dredging Co. have been in operation for some time, and are now working successfully in the Bonanza valley. Their work has shown that from the melting of the frozen gravels which they expose, they gain sufficient water to float their dredge, and thus to move about as their shovelling progresses.

HYDRAULICING.

(5.) Hydraulic, that is, washing the hill-sides by the aid of powerful streams of water shot through "giants" with nozzles varying in diameter from two to five and even seven inches. The best hydraulic plant in the Klondike to-day is the Anglo-Klondike Mining Company's plant at Fox Gulch, Bonanza Creek. On this property \$750,000, the Manager informed me, has been spent, and upwards of 90 men are employed. The managers' report for this season will show a handsome profit on the operations. It is an interesting sight to note the effect of water when hurled in large streams against a hillside: the hill melts away as if of sand, the gravel washing down the slope into sluice boxes. Provided sufficient head of water can be secured hydraulicicing is extremely effective and economical. The Manager of the Company, Mr. Geo. T. Coffey, believes that hydraulicicing is the most suitable method for the Klondike even for bench and creek claims.

"LAYS"

(6.) Letting a claim out on "lay" is a further method of mining. A "lay" is the lease of a claim against a percentage of the gross output. For an average lay, a miner will pay from 50 per cent. to 65 per cent.

On the whole, steam power is being used more and more; hand labor is disappearing, and steam boilers and engines are finding a growing market. Mining is being carried on on a larger and larger scale. Last spring one firm had 96 boilers and before the season was half over, its supply was exhausted. The largest property in the Klondike, Chute & Wills on Gold Run, for example, operates 13 boilers and gives employment to 225 men.

Along with the use of steam comes the tendency to consolidate individual claims (250 ft long) into large holdings. Many claims have already been united. We may confidently anticipate the continuance of this policy and the carrying on of mining operations on a much larger, more systematic and profitable scale than during the present year.

For such work, there seems to be tempting opportunities for the investment of capital in bringing water from certain rivers or from some of the adjacent mountains.

QUARTZ

A placer camp is ever open to suspicion. It is always on trial. Popular opinion is always inclined to be prejudiced. To discover gold bearing quartz in position is to touch the springs of life. In spite of an immense area of auriferous country, the great hope of those interested in the Klondike is to discover gold quartz. Of quartz prospects in the Klondike, no one can even yet speak with assurance. Of Klondike nuggets, it may be said a large number show quartz as well as gold; and fine specimens of quartz rich in gold have been found in the creeks and in the neighbouring mines. Already several hundreds of quartz claims have been recorded, and in some of them much confidence is evinced. Several quartz locations in the neighborhood of Dawson and on the creeks have been opened up; and the Ladue Co., of Dawson, has established a two stamp mill for testing purposes.

In the White Horse country, of which the copper country of Alaska is a continuation, several ore bodies have shown an extremely high percentage of copper and a fair percentage of gold. Splendid coal has also been discovered in the same district. The president of the White Pass Railway informed me that the test his company had made of this coal showed a heating capacity practically equal to that of Vancouver coal. The coal at Five Fingers has so far not proved satisfactory, slacking when exposed to the air for a time.

The report of Mr. McConnell's party of investigation on their work in the Yukon this summer will doubtless contain fresh information with regard to Yukon quartz prospects.

EXPENSES OF MINING

Expenses of mining have fallen materially during the last couple of years. Those few companies who brought in machinery three or four years ago under great expense for transportation, have on this account much dead capital against their property. For transporting machinery from Vancouver to Dawson, the rates in 1898 and 1899 were sometimes several hundred dollars per ton. This year machinery could be shipped in at approximately \$55 to \$75 per ton. To carry machinery from Montreal to Dawson this summer, via White Horse, entailed a cost of about 50 per cent. of the original value of the machinery.

Charges for cartage to the creeks from Dawson have also fallen greatly. For example, to Grand Forks, 14 miles distant, the charges were 15 to 25 cents per pound. In 1900 this rate had fallen to seven cents; in 1901 to two and three cents. If the shipment was a quarter of a ton in weight the rates were one and a quarter to one and a half cents, and if a full ton one cent per pound. For heavy machinery an additional quarter of a cent is charged.

The opening up of the country by the Government roads has been the main factor in leading to the reduction of these rates.

The price of lumber, which is in strong demand for sluice boxes and houses, has fallen 30 per cent. during the past year.

LABOR

Wages in 1898 were an ounce of gold a

already remarked, are falling, and in the spring when renewals are mostly made, more slumps may be expected; but they still remain at a fair figure. A five to six roomed cabin will cost monthly according to the situation from \$90.00 to \$150.00. Electric light (flat rate) \$10.00 to \$15.00. Service \$25.00 to \$100.00, water \$3.00 to \$4.00. Laundry charges were practically cut in half this summer, laundrying of shirts falling from 50 cts. to 25 cts., of collars from 15 cts. to 10 cts. each, etc. Fair living expenses to-day are from \$4.00 to \$5.00 a day; for a miner \$2.00 to \$3.00.

Here are a few retail prices, as quoted in Dawson on August 28th:

Sugar	8 cts.
Beef.....	25—50 cts.
Pork	30—50 cts.



SUMMER DIGGINGS—AN "OPEN CUT" ON HUNKER CREEK.

day (\$16). This year the usual wage was \$4.50 per day and board, or together from \$5.50 to \$6. Next year, it is foreshadowed, wages will probably be 50 cents per day lower. The wages paid for labor in winter are usually lower than summer wages. The Government has been paying a higher rate, \$7 to \$8 per day, board included, to its roadmen. This was a matter of complaint from many important miners.

As regards living expenses, people fare well in the North, remarkably well. The traditional pork and beans and canned goods of the early exploration parties have long been of the past. When on the creeks I invariably sat down to fresh beef, fresh vegetables, pastry and dessert, etc. Meals in Dawson cost 50 cts. to \$1.00. Board by the month costs from \$60 to \$80. Rents, as

Bacon.....	35 cts.
Mutton	35—50 cts.
Butter	75—100 cts.
Eggs	50 cts.
Tomatoes per lb.	30 cts.
Green Peas, 3 tins.....	\$1.00
Onions	7½ cts.
Potatoes.....	10 cts.
Oats	5¼ cts. per lb.
Hay	4¼ cts. per lb.

It is always difficult to control a supply of labor in a market such as the Klondike. Though most responsible people have assured me that there has never been for any length of time more miners seeking employment than could be employed. Last spring there was a temporary glut in the labor market through three causes:

1. Work on the Government road to White Horse was advertised to begin in the spring, but was late in starting.

2. Advertisements had been issued for laborers for the Dawson Klondike railway, and work on this railway had to be postponed.

3. Owing to weather conditions, the summer workings out on the creeks were slow in starting.

Next year, in the same way, the advertisements for the Valdez line promise already an overplus of laborers seeking employment in Alaska. Laborers must not expect that the Yukon can absorb an unlimited supply of men, and until the camp assumes a more normal aspect, they should make sure of their ground before going northward without some capital and conservative intentions.

RAILWAY POLICY.

It is unfortunate that the Klondike was born prematurely, before the boundary question was settled. As it is the White Pass

the United States are subordinated to political exigencies. Skagway, it may be remarked, is rapidly falling back to the position of a small port of transshipment.

TRANSPORTATION PROBLEM

The present situation of the transportation problem of the Yukon appears to me as follows: The large trading companies such as the Northern Commercial and the North American Transportation and Trading Co'y, who own ocean boats and river scows, are able to land freight at Dawson at a cost of approximately \$30 per ton. Some experts estimate a little less, some a little more. The actual rates charged in their books to themselves and their patrons are of course considerably higher. The White Pass railway finds it impossible to fix rates so as to capture the trade of the Companies. They are thus thrown back on (1) perishable freight;

one must not regard too strictly the popular hostility displayed towards the line. There is a widespread inclination in the north, as elsewhere, to take up the cudgels against all corporate bodies, including the Government. It must not be forgotten, moreover, that the railway was a big venture for capital, and was a great boon to the country, and deserved rich returns. It seems, indeed, to have got these. But now that business in the north is settling down to an ordinary commercial basis, the time has come for the inauguration of a definite, open-handed, equitable rate policy. If it is necessary for the Government to bring pressure to bear to secure such a policy, it should not hesitate.

Transportation rates this year were lower than last, and the next year promises to have a still lower scale; for the unsatisfactory condition of rates during the present summer has encouraged plans for keener competition next year by the lower river. In the year 1904, the Valdez-Yukon railway will probably be an additional factor to be reckoned with. The capital of the White Pass and Yukon line is practically British, but the management, a most elaborate and costly one it appeared to me for a line of 111 miles, is practically American.

NEW LINES

New lines are being advocated: (1) the addition to the White Pass line through the White river country with its stores of copper, gold and coal, at the mouth of the Stewart river; (2) An all-Canadian route from Port Simpson or some other British Columbia coast point, through the Atlin country and White Horse; (3) The Dawson-Klondike railway from Dawson up Bonanza, passing Eldorado to the height of land or "divide," usually called the Dome. The first sod for this line was to be turned this year, and some of the building material is already at Dawson. We shall probably hear definitely in a few months whether this line will be built next year as is now contemplated.

In the light of to-day it seems regrettable that the all-Canadian route to Dawson projected some years ago was not with certain limitations and safeguards carried out. As regards a railway from White Horse to the Stewart river, I am at liberty to cite Mr. Ogilvie. He believes that such a line would open up a valuable section and probably make a splendid investment. From all accounts the ground is well worthy of being looked over by capitalists.

THE C. P. RAILWAY AND THE YUKON

It would be a great boon to the country and an encouragement to capital and doubtless an advantage to the British shareholders as well, if the White Pass Railway were operated as part of the C. P. R. system. The C. P. R. owns and operates the C.P.N. boats running from Victoria and Vancouver to Skagway, and has already an understanding, a slight one indeed, with the Yukon railway regarding rates.



SLUICE-BOX SHOWING "RIFFLES."

Railway passes through a section of 15 miles of disputed territory from Skagway to the White Pass, now held by the United States, and as such, subjects all through traffic to the inconveniences of the bonding system.

On my arrival at Skagway the Secretary of the Local Chamber of Commerce and the editor of the Daily Alaskan urged the advisability of Canada allowing Skagway merchants the privilege of "breaking bond" and selling Canadian goods. On my return I ventured to reply that until the boundary question was settled neither government would probably be inclined to take action in such a matter for fear of prejudicing its case, that the only possible step at present was for the Skagway Chamber of Commerce to appeal to Washington to bring the boundary dispute to arbitration as speedily as possible. This boundary dispute is another unfortunate instance of how international questions in

(2) freight demanding speedy delivery, which includes a good percentage of the small orders, besides perishables, (3) freight which they are able to arrange for by differential rates. The total annual tonnage now being imported into the Yukon is about 32,000 tons. Of this the White Pass railway secures one-third to forty per cent.

The rates charged this year by the railway for freight from Sound ports to Dawson have varied, generally speaking, from \$50 to \$80. The small shipper, and the inept negotiator, who has had to pay a higher rate than his competitor, are naturally aggrieved and complain bitterly. The policy of the railway up to the present has certainly hastened the downfall of the small tradesman, although he was one of their best patrons.

The position of the traffic department of the railway was certainly a difficult one, and

TELEGRAPH CONNECTION.

Dawson is connected with the outside by the Government Telegraph. White Horse has in addition the connection by the White Pass Railway Telegraph line. The telegraph rates are of course high. From Dawson to White Horse, the tariff for 10 words is \$2.50, and 15 cents for each additional word. To Vancouver, \$3.25, and to Toronto and Montreal, \$4, and 27 cents for each additional word. To San Francisco \$3.85 and 26 cents for each additional word. For press reports it is 1 cent per word to Ashcroft on the C.P.R. In a short time an alternative service will be secured over the United States line via St. Michaels and Valdez.

THE YUKON MARKET.

Mr. John McDougald, Collector of Customs, has supplied me with the following interesting information with regard to the Klondike market, giving the value of foreign goods imported into, and exported from, the Yukon territory since 1899 (the date of our first statistical record for the territory):

Fiscal year ending 30 June.	Foreign Imports.	Foreign Exports.	Total Foreign Trade.
1899	\$1,651,429 (No returns)		\$ 1,651,429
1900	2,678,121	\$ 9,095,954	11,774,075
1901	2,823,633	13,914,676	16,738,309
1902	2,019,782	14,083,487	16,103,269

Allowing for the conditions peculiar to a novel and distant post, as was the Klondike during the first three years, the figures given should not be taken as more than approximations. It must not be forgotten too that trade returns for the Yukon can take no account of the large quantities of foreign goods sent from Vancouver and Victoria which must therefore appear as Canadian. However, taking the figures as they stand, they disclose an important market which Canadians are not controlling. Taking into consideration various trade returns and the results of an inspection of the Dawson warehouses and allowing for customs' under-valuations, etc., I am of the opinion that of the goods imported into the Yukon during the past year, 60 per cent. is a fair approximation to be placed to the credit of Canada.

TRADE OPENINGS

Every market is to a certain extent cosmopolitan in the goods which it buys and sells; and it need not be expected that Canada will supply entirely the northern market. Particularly in the following lines I believe Canadians could profitably increase their trade: Mining machinery, especially pulsometer and other pumps; boilers, particularly such as are mounted like our threshing engines; wagons, carriages and sleighs; candles, soap and lubricating oils; electric apparatus; rubber boots, etc.; ready made clothing and woollen under-clothing; hams and bacon, poultry and game, canned meats and lard; butter and eggs; beer.

As regards the item of beer, there is a clause in the Yukon Act providing that no

brewery shall be licensed in the territory. I know not whether this was due to an astute move on the part of Seattle brewers. At any rate such provision is futile in checking the consumption. The sole effect is to throw the entire sale of beer, with the exception of that supplied to the Mounted Police, into the hands of the United States. A local brewery would doubtless yield handsome returns to the holder of a brewery license.

A "statement in detail of goods imported into the Port of Dawson" for 1901, discloses also, relatively, large importations of the following commodities: coffee, baking powder, canned fruits and vegetables, honey, condensed milk, potatoes, tobaccos and cigars, fine confectionery, boots and shoes, leather belting, rubber hose, gloves and mitts, cotton duck, copper wire, wire nails, cordage, wire rope, spades and shovels. In a few of these items Canadian houses have, however, made large sales this year.

To capture the market for mining machinery, wagons and sleighs, our manufacturers should make a special effort. There are many Canadian boilers, wagons and sleighs in the Yukon; but I should judge that 80 to 85 per cent. of the mining machinery being employed is from across the border, and about 50 per cent. of the wagons and sleighs. I believe it would repay two or three firms manufacturing the above lines to send a reliable representative into the Yukon in the early spring, who could make himself familiar with the country and advise them with regard to the most serviceable kinds of machinery in demand, and besides taking orders make arrangements for shipments on consignment.

I was informed that the plant of the Dawson Electric Light and Power Co., which has developed 300 h.p. and is supplying 3,000 private lights, is all imported.

MARKET PECULIARITIES

A few characteristics of the northern market appear worthy of special mention: (1) the Klondike even more so than other mining camps, demands the best qualities of commodities. No more serious mistake could be made than to imagine that the miner is satisfied with rough and ready articles of use, consumption or apparel. A defective boiler, or machine, for example, means the loss of part of a valuable summer; cheap clothing means weak sewing; and cheap food may not keep. The high cost of freight, moreover, makes the original cost a matter relatively of less importance; while the purchasing agents of the trading companies are discriminating buyers.

An interesting example of the high quality of goods in demand in the Klondike, is the history of the demand for hams. Dawson was not satisfied with the best Chicago bacon until the smoking was done at Seattle and shipments made direct from Seattle. Not content even with this, preparations are

now being made for shipment in pickle next year to Dawson, and local smoking. As regards the consumption of fresh meat Messrs. P. Burns & Co. of Dawson and Calgary gave the following estimate of the quantity of beef and mutton being brought to the Klondike for this year: 4,000 to 5,000 beef on the hoof freighted via the White Pass, and 500 to 600 frozen via St. Michaels; 5,000 to 6,000 sheep via White Pass, and 2,000 carcasses from Australia via St. Michaels; 1,500 live hogs via the White Pass and 500 frozen via St. Michaels. Poultry is also brought, mostly from Seattle. Provision is made for cold storage in summer and warm storage in winter. The demand for good ready-made clothing is another instance of demand for the best goods. Canadian ready-made clothing has been severely criticized for its weak sewing, poor fit and small range of sizes. The last point has been a ground of criticism against Canadian-made flannel shirts and Canadian woollen under clothing. While Canadian ready-made clothing is usually of better cloth than the United States manufacture, ready-made clothing from the United States is finding once more a growing demand in the northern market. Canadian canned peaches have a considerable market; but they are criticized for not being at times graded according to size of fruit. Potatoes similarly.

2. Observance of shipping instructions, particularly as regards date of shipment, is of prime importance. The northern buyer has to place himself in the hands of those from whom he buys. A mistake or delay in shipment may mean the loss in whole or in part of a season's trade. Instances of this were brought to my notice in Dawson. Buyers accordingly prefer dealing with large manufacturers. This preference is fortified by the necessity of Klondike houses buying in the fall in quantities large enough to tide over the winter months.

3. "Good form" is a matter of importance. Well designed and lithographed labels in place of cheaply printed ones; judicious boxing, *e.g.*, individual boxes for shirts, etc. Several Canadian houses selling to the Yukon, have recently made noticeable improvement in this respect.

4. In the past in many instances there has been a prejudice against Canadian goods, partly on account of the lack of acquaintance with Canadian firms, partly because United States business men are shareholders in the trading companies. The handsome profits of the last few years, moreover, made the moderate Canadian customs duty a matter of minor importance. Whatever the conditions in the past, there is at the present, through changes in conditions of trade, a growing necessity of regarding closely not only costs of transportation, but customs charges, etc. The result has been that during the present year Canadian houses have been more sought for than formerly.

5. A name or brand once established counts for much. A few Canadian houses in their Yukon trade appear not to have been sufficiently jealous of their name.

6. Bearing in mind the opportunity for a larger Canadian trade in butter and eggs and other dairy produce, I was much interested on my return to Vancouver, Calgary and Winnipeg to learn further of the dairying conditions in the west. It is no novelty, I was told, to meet a western farmer who will have on his table cheese from eastern Canada, butter from Manitoba or United States, condensed milk and chilled poultry. One could not help but draw the conclusion from information I was able to gather that there was an immense field for productive dairying throughout the whole west.

There should also be a growing demand for pork packing and manufacturing of mining machinery on the coast.

7. With the northern trade the importance of a well-arranged detailed catalogue was patent. Manufacturers should further arrange, where possible, for a telegraphic code for their various lines, so that wire orders can be conveniently sent.

8. Where trade is already in the hands of British Columbia jobbers and is receiving satisfactory attention, it would, in many instances perhaps not be advisable to attempt to trade directly with Dawson, unless conditions warrant the change.

9. Owing to Dawson merchants having to lay in their winter and spring stocks in the summer those with limited capital are forced to buy on long credit if they are to avoid paying 1 to 1½ per cent. per month to the banks. Sales to most houses, however, are made on a cash basis against documents.

10. The orders of the big trading companies are placed through requisitions to the head office at Seattle, Frisco, Chicago, etc., filled by buyers who go their rounds to Eastern Canada and elsewhere in the spring.

SHIPPING INSTRUCTIONS

1. Goods should be consigned care of the Pacific and Arctic Navigation Co., the bonded carriers of the White Pass line, and accompanied with two certified invoices and bills of lading in triplicate. I was told that on several occasions, when part of a shipment arrived on one vessel and was forwarded along with documents,

the second part of the shipment was held until a new invoice arrived; that, in other words, the United States Customs has an excellently strong "preventive" side. The United States officials require besides documents, a bond for double the amount of duty, and, in addition, make certain charges. Canada bonds United States goods through the Yukon via the White Pass to Alaska without certified documents, and without any charge whatever.

2. I heard of one or two United States firms with branches at Seattle or Frisco who were favored with orders because of their ability to secure carload rates to the Coast, by sending shipments along with their own goods. I do not know to what extent Canadians can make similar arrangements.

3. For first spring shipment by through boat to Dawson, goods should be at White Horse by the first of June, (at Vancouver by May 20th) Some shipments are taken through as early as the middle of May, by being carried as far as Lake Labarge on scows, then over the ice to the other side, and finally floated down the river to Dawson. In the autumn there is usually a heavy rush of goods. The latest date at which goods should arrive at Vancouver in the fall for northern delivery is the 15th of September; though this year the White Pass railway would not guarantee delivery for any shipment arriving later than the 18th of August.

WINTER POSTAL SERVICE

In winter there is no parcel post for the Yukon, except as far as White Horse. Packages to be delivered further north should be addressed care of the Alaskan Express Co., White Horse.

People in the Klondike are pressing for better postal delivery to certain of the Creeks; it would be greatly appreciated if the postal department arranged for delivery of Christmas magazines and parcels under payment of letter rate.

OUTLOOK FOR THE YUKON

There is very little ground yet "worked out." "Worked out" relates back to cost. What was "worked out" yesterday is being worked to-day with a good margin of profit; and what is not worth opening to-day will be worked to-morrow.

All Eldorado will be worked over again;

and some miners allege that some day a third washing will repay. In 1898 25c. dirt was the lower limit for pay gravel; now 10c. dirt is good dirt, and 5c. to 7c. per pan under a working cost of 1 to 2c. will soon yield a fortune granted that there is sufficient territory to work. An owner of a hydraulic plant told me that he would be well satisfied if his property would yield him one cent a pan. His property was indeed well situated for the supply of water. For the immediate future, transportation and water appear to be the bread and water of the north.

YEARLY YUKON REPORTS

In order to familiarize the country at large with the conditions in the north, an annual report of operations carried on prepared by the various mining inspectors should be a distinct step forward. A summary of results somewhat like the expert report of Mr. Treadgold, should render material service to the country at large. More light on the operations of the so-called "concessions," would perhaps stir the holders of some of them to more vigorous life.

LITIGATION

The reduction of the Royalty tax of 10 per cent. to the present export tax of 2½ per cent. has given much relief to the Klondike. High taxation of whatever kind means direct encouragement of Alaskan in place of Canadian prospecting. Another tax perhaps more difficult to get rid of is the much litigation of the Klondike. The casual observer cannot help but feel that the legal machinery of the territory is too elaborate and costly for a mining camp. On the other hand unstinted praise is due our mounted police, of whom the country can be justly proud.

In conclusion I may express my appreciation of the honor done me by the Association in entrusting me with a Report on the Klondike. Certain special points which I could not well touch on in a general report will find their way by private letter from the Secretary to those for whom they may have interest. I shall be ready to give members of the Association, through the secretary, the names of responsible buyers and any further information in my possession. In a later issue of INDUSTRIAL CANADA some reference will be made to Manitoba and the West.

FOREIGN TRADE NEWS.

TRADE ENQUIRIES.

NOTE.—For further information regarding any enquiry mentioned on this page, or the names of enquirers, apply to the Secretary, at Toronto.

Agencies—A firm in Belfast, Ireland, asks to be put in communication with exporters in the following lines: canned meats and fish, liquid glue, blast furnace pitch, coal tar pitch, creosote, jute bags, brown cattle hair, boot and shoe leather, and wire. He states there is a good business done in

these different lines, and desires to take the agency on a commission basis.

A firm in London, England, who also have offices in Capetown, desire to secure agencies for shippers of provisions on a commission basis.

An importer and manufacturers' agent in Birmingham, Eng., desires to procure the agencies for specialties in the British

market. He deals only with wholesale dealers and works on a commission basis. He desires to be put in touch with shippers in the following lines: meat mincers, freezers, refrigerators, washboards, clothes wringers, closet seats, woodenware (domestic), enamelled ware, scythe snaths, pick handles, bolts and nuts. All kinds of so called "Hardware Specialties" i. e. time or labor saving

devices for kitchen, household, restaurant and hotel use, also butchers' tools and implements, bar fittings, such as cork pullers, etc., etc.

A **Johannesburg, South Africa**, firm desire to secure agencies for Canadian natural and manufactured products and will be glad to hear from houses in the Dominion requiring such services.

A firm in **Newport, England**, doing a large business in the coal trade, is going to add a **flour and feed** department to their business, and desires to secure the agencies of Canadian shippers.

Apples—A firm at **Boulogne, France**, wishes to correspond with one or two reliable Canadian shippers of apples of good quality.

Boots and Shoes—A firm in **Port of Spain, Trinidad**, desires to purchase Canadian boots and shoes.

Cheese—A **Middlesborough** firm asks to be placed in communication with Canadian exporters of cheese and other produce from whom they could obtain quotations.

Corkscrews—A **Medicine Co.** in **Des Moines, Ohio**, about to open laboratories in **Toronto**, desire to procure small wire corkscrews used for opening medicine bottles.

Dry Goods—A firm doing a general retail and wholesale business in **Port of Spain, Trinidad**, desires to purchase the following lines of dry goods; dress goods, hosiery, haberdashery, hats, collars, ties, etc.

Hairdressers' Sundries—A correspondent in **London, England**, desires to secure the English agency for the above on a commission basis.

Iron and Steel—A correspondent in **Saundersfoot, England**, having had a large experience in different iron works in England, and already having a business connection, desires to secure the Canadian agency for iron or steel in bars, hoops, sheets, steel billets, or pig iron.

Leather Goods, Fancy and Otherwise—A correspondent in **London, England**, desires to secure the English agency for the above on a commission basis.

Machinery (straw paper)—A firm in **Barranguilla, South America**, desires to procure in Canada machinery for manufacturing straw paper.

Matches, Paper, Perfumery—A firm in **Port of Spain, Trinidad**, desires to purchase the above lines in Canada.

Photographic Apparatus and Appliances—A correspondent in **London, England**, desires to secure the English agency for the above on a commission basis.

Provisions, Groceries and Dairy Produce—A firm in **Port of Spain, Trinidad**, desires to purchase Canadian provisions, groceries and dairy produce.

Provisions—A **London** firm of buyers for **South Africa** business houses desires to get into communication with Canadian shippers of hams, bacon, cheese, fruits, canned goods, and produce generally.

Printers', Stationers' and Bookbinders' supplies—A correspondent in **Highbury** desires correspondence with manufacturers of printers', stationers' and bookbinders' material. The correspondent has had 20 years' experience in carrying these lines of samples in Great Britain and Ireland.

Rubber Shoes—A firm in **Brussels, Belgium**, desires to secure the agency of Canadian manufacturers of rubber shoes.

Sawmill—We have received an enquiry from **Port of Spain, Trinidad**, for a portable sawmill, capable of sawing hardwood in boards and timber.

Wheat—A firm established in **London, England**, in 1860, carrying on a wholesale business, desires to purchase wheat.

White Pine—An enquiry from **Port of Spain, Trinidad**, for white pine boards, rough, 12 to 16 feet long, from 10 to 18 inches in width, and one inch thick. Pine is also required dressed, plain on one side, and on both sides, also tongued and grooved.

Wines—A firm in **Port of Spain, Trinidad**, desires to purchase Canadian wines.

SOUTH AFRICAN BUSINESS THROUGH LONDON.

Those who heard or read Sir Wm. Mulock's remarks on South African Trade before the Executive of the Manufacturers' Association on Sept. 18th, will remember the importance he placed on the fact that business in South Africa was largely done through buying houses in London, and that it was necessary for Canadian exporters to have their goods before these London buyers.

In this connection it is interesting to note that we have received two letters within the last few days from English houses who desire to purchase Canadian goods for the South African market. We give below the gist of these letters, and shall be glad to furnish the address of the firms enquiring to any of our members.

LETTER NO. 1

We are shippers of all classes of goods from the United Kingdom and United States to the various ports in South Africa, our clients being wholesale merchants and storekeepers in the Cape, Transvaal, and Rhodesia. We understand that a direct line of boats will soon be running from Canada to Cape ports, and we are now anxious to get in touch with first-class manufacturers of Canadian products that go to the Cape. As our business takes in all branches, we shall consequently be interested in whatever may go from Canada, particularly food stuffs, such as boneless bellies of bacon, hams, Canadian Cheddar cheese, and all canned goods. We are also fairly large shippers of timber from the Baltic, and of clear pine, doors, windows, etc., from New York; and we can think it possible that Canada will in the future be a good country from which to ship wood goods.

We shall be glad if you will put us in communication with suitable firms in your country, and of course will be quite willing for any with whom we may open up business to make full enquiries as to our stability.

Our method of doing business will be, that the firms who supply us will ship the goods according to our instructions and

send us Bills of Lading attached to a "sight," or "three days sight" draft.

LETTER No. 2

Some clients of ours in South Africa are opening a Furniture branch to their existing business, and we think they will be willing to carry Canadian furniture for domestic and office use. We shall be glad if you will kindly put our letter before various members of your Association who may manufacture the goods we require, asking them to send us copies of their illustrated catalogues in duplicate, quoting their lowest price packed and delivered f.o.b. Canadian or United States port, for shipment direct to South Africa. Payment of purchases will be made in London either against receipt of documents or by way of draft drawn on us, shipping documents attached.

FRUIT BOXES

There is also a growing trade to be done in South Africa in fruit boxes to pack fruit for market or shipping. General sizes are as follows:—

Apricot boxes 18 in. x 12 in. outside measurement by 2½ in. inside depth.

Grape boxes 24 in. x 18 in. outside measurement by about 5½ in. inside depth.

Peach boxes 18 in. x 12 in. outside measurement by 3½ in. inside depth.

Another size of grape boxes is:

18 in. x 12 in. outside measurement by 5½ in. inside depth. Apple boxes same size as peach.

These boxes are, of course, shipped in pieces, tops being in one bundle, bottoms in another, sides and ends ditto. The custom of the trade is to quote for these so much per box c.i.f. the various South African ports. This trade so far, we think, has been confined to Sweden, and we shall be glad to do it with Canada. It is, of course, too late to think of anything this season, but we shall be glad if you will put us into communication with a manufacturer who could take it up for next year.

Correspondent Members

CANADIAN MANUFACTURERS' ASSOCIATION

The following have been officially appointed correspondent members of the Association for the districts named. The appointments were made only after the executive were assured as to the reliability and good standing of the parties, but no liability is assumed by the Association. They will furnish free to members preliminary information with reference to the markets in which they are situated.

AUSTRALIA—

Brisbane, Queensland—D. H. Ross.
Sydney, New South Wales—Charles Dobson, Strand St.
Melbourne, Victoria—William McLean, 107 Elizabeth St.

BELGIUM—

Emile Pauwaert, Ghent, Belgium.

BRITISH WEST INDIES—

Barbados—C. D. Davies, Bridgetown.
Jamaica—Hon. T. W. Middleton, Kingston.

CAPE COLONY—

Moffat, Hutchins & Co., P.O. Box 185, Cape Town.

CURACOA—

Dutch West Indies—Jacob Jesurun, H. M. Consul.

GREAT BRITAIN—

Harrison Watson, Curator Canadian Section
Imperial Institute, Imperial Institute Road,
London, Eng.

GERMANY

Henry Becker, Berlin S. 42. Ritterstr. 27.

NEW ZEALAND

Th. de Schryver, Auckland.

TRANSVAAL—

J. W. Taylor, 10 Exploration Buildings
Johannesburg.

CANADA FOUNDRY COMPANY

LIMITED

Head Office and Works, TORONTO, Ont.

CAST IRON PIPE

FOR WATER OR GAS.



SPECIAL CASTINGS TEES CROSSES

FLANGE PIPE VALVES

HYDRANTS

STAND PIPES VALVE BOXES

DRINKING & ORNAMENTAL FOUNTAINS

District Offices:

MONTREAL, HALIFAX, OTTAWA, WINNIPEG, VANCOUVER, VICTORIA, ROSSLAND

THE SOVEREIGN BANK OF CANADA

Authorized Capital, - - - - - \$2,000,000
Paid-up Capital, - - - - - 1,300,000

Head Office - - - - - TORONTO
Executive Office - - - - - MONTREAL

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RANDOLPH MACDONALD, ESQ., TORONTO.
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Accounts of Merchants and Manufacturers opened on the most favorable terms.
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PREMIUM MUCILAGE, nothing superior to it.

LITHOGRAMS and Lithogram Composition.

ACME CLEANSING POWDER, for printers, machinists, and household and sanitary purposes.

COAL SAVING & SMOKE CONSUMING COMPOUND, saves 15 to 30 per cent. of coal and is easily applied.

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TARTARALINE. Used instead of Cream of Tartar by bakers, is perfectly healthful and much cheaper.

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ROSIN SIZE. Made under pressure, always regular, no specks in it, and cheaper than size made at mill.

CHINA CLAY of all qualities.

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Correspondence solicited and samples and prices cheerfully furnished.

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Incorporated by Act of Parliament 1885.

CAPITAL FULLY PAID - - - - - \$1,350,000
RESERVE FUND - - - - - \$350,000

Head Office, - - - - - TORONTO

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Dutton	North Bay	Sturgeon Falls
Elmira	Orillia	Sudbury
Glencoe	Port Hope	Tilsonburg
Grand Valley	Ridgetown	Windsor

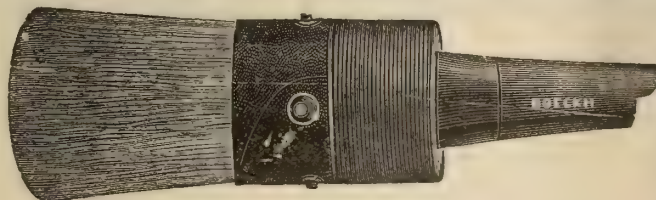
GREAT BRITAIN—The National Bank of Scotland.

NEW YORK AGENTS—The American Exchange National Bank.

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MADE IN CANADA

AND HONEST ALL THROUGH



There is no place like home to purchase reliable goods. Remember this when considering foreign manufactures. Remember that flimsily made goods cost you just as much as these reliable goods.

BOECKH'S

PAINTERS' BRUSHES
BAMBOO-HANDLED BROOMS
and HOUSEHOLD BRUSHES

CANE'S NEWMARKET WOODENWARE

Pails, Tubs, Stable Buckets, Wood Packages, Washboards,
Clothes Pins, Snow Shovels, etc.

Are made to satisfy and they do satisfy. Their excellent value is apparent at a glance.

Your correspondence solicited. Send for our Illustrated Catalogue—it will interest you.

UNITED FACTORIES, Limited.

Head Office—TORONTO, ONT.

Operating--Boeckh's Toronto Factories,

Bryan's London Factories,

Cane's Newmarket Factories.

WIRES AND CABLES

OF EVERY DESCRIPTION FOR

Telephone, Telegraph and Electric Power Purposes

THE WIRE & CABLE COMPANY . MONTREAL

MANUFACTURERS who
ADVERTISE in the best journals
will find that an advertisement in

INDUSTRIAL CANADA

reaches the largest firms in Canada and is read
in every country in the world.

Write for Advertising Rates to

The Secretary

Canadian Manufacturers' Association

Board of Trade Building, Toronto, Canada

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William Hale, Manufacturers' Agent,
KALGOORLIE,
WESTERN AUSTRALIA.

P. O. Box 19,

Cable Address,

Mercury,

Kalgoorlie.

Codes used,

Broomhalls,

A, B, C,

The Australian Established 1886
Trading World PRICE, 2D.

WEEKLY—THURSDAY.

The large and influential circulation which the
AUSTRALIAN TRADING WORLD now enjoys in the
Commercial and Financial world places it in the
front rank of newspapers devoted to the Australasian
Colonies.

TRADE REPORTS ARE A GREAT FEATURE

The very best medium for the advertisements of
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Special Articles by Eminent Writers.

Subscription, 10s. per annum, including postage.
Editorial and Publishing Offices, 166 and 167 Palmer-
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COMMISSION MERCHANTS.

Commission Merchants.

To Canadian Manufacturers :— We shall be
pleased to act as your agents in the State of
South Australia, absolutely on a commission
basis, and are in a good position to introduce
your goods. Satisfactory references given, and
correspondence invited.

W. P. Wicksteed & Co.'y, 1 and 2 Pirie Cham-
bers, Pirie Street, Adelaide, South Australia.

INSURANCE.

The GUARDIAN Assurance Co.,
Limited, of London, England.

Subscribed capital, \$10,000,000
Paid-up capital, 5,000,000
Invested funds exceed 23,500,000

E. P. Heaton, Manager, Montreal.
H. D. P. Armstrong, General Agent, Toronto.
Mark H. Irish, Inspector.

R.I.P.A.N.S

There is scarcely any condition of ill-health that is
not benefited by the occasional use of a R.I.P.A.N.S
Tabule. For sale by Druggists. The Five-Cent
packet is enough for an ordinary occasion. The
family bottle, 60 cents, contains a supply for a year.

THE McEWEN THE MOST SATISFACTORY HIGH SPEED ENGINE IN THE WORLD.

IN HIGH SPEED ENGINE SERVICE

REGULATION IS ALL IMPORTANT

The McEwen is the most satisfactory High Speed Engine.

The McEwen meets the severest requirements of rapid and widely fluctuating
loads

The McEwen meets the following guarantee, which is backed by the Waterous
Engine Works Co., Limited :—

"The engine shall not run one revolution slower when fully loaded than when
running empty, and a reduction of boiler pressure from the greatest to that
necessary to do the work will not reduce the speed of the engine one revolution.
Any engine failing to meet this guarantee becomes the property of the purchaser
upon the payment of one dollar."

For thirteen years this guarantee has been given with every engine.

For thirteen years the McEwen Engine has sustained it.

Send for the McEWEN Catalogue and learn of the construction of this engine.

WATEROUS BRANCHES. **VANCOUVER** **BRANTFORD**
WINNIPEG. **CANADA.**

LARGEST IN THE WORLD

WE started making paint in 1866 in a small one story building. Today we are the largest paint and varnish makers in the world. We operate four large plants, in Cleveland, Chicago, Montreal and Newark, and have offices and warehouses in seven other cities. Our traveling representatives cover every important paint field in the world.

We make, treat and refine our linseed oil; make our varnishes, driers and japans; manufacture our dry colors; operate our own tin can and box factories; conduct our own printing plant; run our own machine shops for making the paint mills of our own design, and own a screw steamer for carrying our lumber and flaxseed down the Great Lakes.

Good quality and good advertising have built up our business. We have always believed that best goods well advertised sell best. Our success has proved we are right.

Good quality and good advertising will build up business for any dealer anywhere. We apply the same methods to the building up of our dealers' business as we do our own, and we know

THE SHERWIN-WILLIAMS PAINT AGENCY

will bring you the same success it has thousands of others throughout Canada and the United States. There's money in it.

Address our Montreal office for the "B-13" booklet which describes our goods and our methods in detail. It's also worth sending for as an example of good printing.



**THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.**

Cleveland, New York, Montreal, Toronto,
Chicago, Newark, Boston, San Francisco,
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GENERAL OFFICE & PAINT FACTORY
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86 YORK ST., TORONTO



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CANADIAN DIVISION, MONTREAL.



TORONTO DEPOT
CANADIAN DIVISION



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THE S.W. CO'S STEAMSHIP FOR
CARRYING SEED AND LUMBER DOWN
THE GREAT LAKES



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THE LARGEST TRUCK ESTABLISHMENT IN THE WORLD.

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Factory:
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WE BUILD—

TRUCKS

THAT IN TURN BUILD OUR REPUTATION.



Any Style

SPINS
LIKE A TOP.

RUNS
EITHER WAY.



Any size

NOTHING BUT THE BEST

For the factory, warehouse, brewery, mill, hospital—
in fact for every conceivable purpose.
All on the famous Slingsby patent sliding wheel principle.

HAVE YOU SEEN IT?

H. C. SLINGSBY FOR CANADA,
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Moffat, Hutchins & Co.

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General Indenters and Representatives of
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Consignments received, and goods forwarded to
any part of South Africa.

Correspondent members of the Canadian
Manufacturers' Association.

Correspondence solicited and information cheer-
fully given.

P. W. Ellis & Co.

Limited

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MEDALISTS.

Diamonds and Precious Stones, Fine Gold
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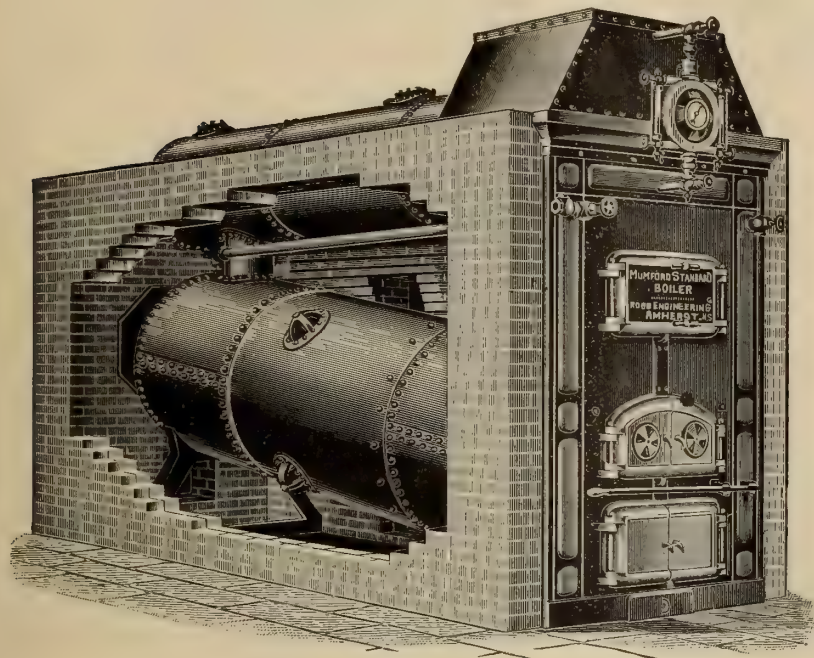
"The belting supplied us by your firm during
the last twenty years, has given us, as well as
our customers, good satisfaction."

THE WATEROUS ENGINE WORKS CO.,
Brantford, Canada.

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CANADIAN RUBBER CO.

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SAVED 25 PER CENT.



A CUSTOMER SAYS:—

“We are well pleased with the “Mumford Standard Boiler” purchased from you a year ago. It steams very quickly, and we find on comparing our coal bill with the year previous that we have saved 25 per cent., although we are using considerable more power and having double the area to heat besides using direct steam for melting glue, etc.”

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**Engineers
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LOURENCO MARQUES, DELAGOA BAY
OPENS JANUARY 1ST, 1903

An excellent opportunity for manufacturers wishing to get into direct touch with South and East African buyers at a minimum expense.
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Promoters open to act as agents for sale of goods from sample.

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HIGHEST AWARD, GOLD
MEDAL, PARIS, 1900

ESTABLISHED 1799



BY ROYAL WARRANT

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The publishers desire respectfully to inform the Manufacturers of the Dominion that they are now engaged in the preparation of the 17th edition of

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—OF THE—

Merchants, Manufacturers and Shippers of the World.

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Desiccated Vegetables

OF ALL KINDS, INCLUDING

POTATOES, SHREDDED AND SLICED
ONIONS, CARROTS, TURNIPS, CABBAGE,
CELERY, TOMATOES, CORN,
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In all forms, green, dried, canned and evaporated.

Don't forget there is none better and none cheaper.
Our goods are being sold largely in all the markets of the world under special labels furnished by jobbers.
Write for prices and full particulars as we are on the ground floor to give you best values for cash.

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(MADE IN CANADA)

**BELTING
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VALVES
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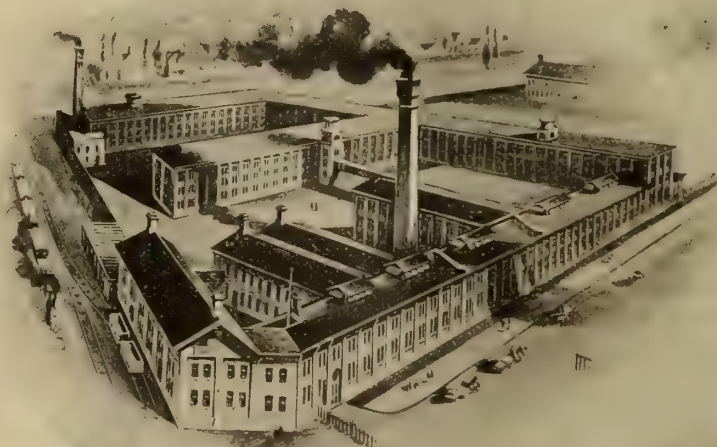
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**WATER
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STEAM
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SUPERIOR
.. IN ..
QUALITY

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Sole Manufacturers of the celebrated "MALTESE CROSS" and "LION" Brands Rubbers.

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SHEET METAL BUILDING MATERIALS

First and foremost—there's the sterling reliability of the goods. You're absolutely sure of qualities being exactly as represented. Our prestige in that respect has been fairly earned, and it counts for a great deal that your customers never find ground for complaint in the goods we deliver to you.

In addition, there's the ease of handling, the studied artistic effects, the fire and lightning proof qualities, and the many other details that have made sheet metal the popular building material for all progressive people.

Send for our catalogue and read up.

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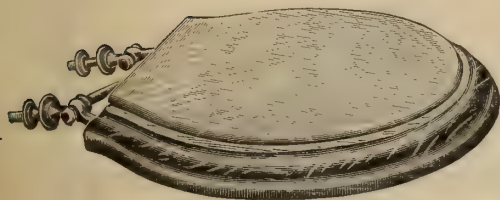
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STOOLS
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IF SO Send a post-
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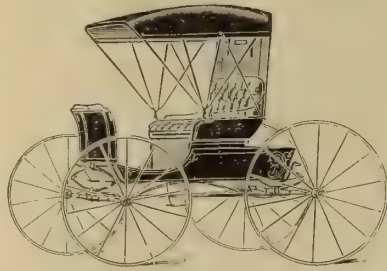
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Asking for a free speci-
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Hundreds of Canadian
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Jump Seat Closed

ON ELIPTIC END SPRING GEAR

Adjusted to carry two or four.

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Name Plate
 is a Guarantee
 and stands for
THE BEST.



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Our Lady of the Snows

Everybody's Favorite

SEND FOR THE MOST COMPLETE VEHICLE CATALOGUE IN THE DOMINION

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 MANUFACTURERS OF

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—FOR—

CARRIAGE MAKERS

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PIANO AND ORGAN MAKERS

ENGINEERS AND MACHINISTS

BRIDGE BUILDERS

ET HOC GENUS OMNE.

 WE ARE SPECIALISTS IN THESE LINES.

THE CANADA PAINT CO. LIMITED

CANADA TO SOUTH AFRICA

JOINT DIRECT SERVICE BY

THE ALLAN, ELDER DEMPSTER, & FURNESS LINES

Under contract with the British and Canadian Governments.



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From MONTREAL & QUEBEC in summer

AND

From ST. JOHN & HALIFAX in winter

—TO—

CAPETOWN, PORT ELIZABETH,
EAST LONDON and DURBAN

Calling at other ports if sufficient inducement offers.



The steamers of the above line are of the highest class and are fitted up with electric light and all modern improvements, and have also "Cold Storage" Accommodation for the carriage of perishable freight.

For particulars of steamers and dates of sailings, see daily papers, and for all other information, rates of freight, etc., apply to

H. & A. ALLAN, ELDER DEMPSTER & CO.,
Or to FURNESS, WITHEY & CO., Limited,
MONTREAL.

Enamelled Ware

MADE IN CANADA

We manufacture three Brands:—

"Famous,"
"White,"
"Imperial"

and varied assortment of decorated enamelled ware.

Also all kinds of

**Tin and Japanned Ware,
Stoves, Ranges and Furnaces.**

McClary Mfg. Co.

Head Office and Works—London, Canada.

Branch Warehouses:

Toronto Montreal Winnipeg Vancouver St. John, N.B.

"Everything for the Tinshop."

"Canadian Club"

Whisky



BY ROYAL WARRANT

"Imperial"

Whisky

DISTILLED AND BOTTLED BY

HIRAM WALKER & SONS, LIMITED

Walkerville,

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Ontario



∴ ENAMELLED WARE ∴

Our Brands:—"CRESCENT," "COLONIAL,"
"WHITE and BLUE and WHITE,"
"STAR" Decorated.

TINWARE:—Pieced, Pressed, Japanned, Lithographed.
Copper, Sheet Iron and Galvanized Wares, &c., &c.

The THOS. DAVIDSON MFG. CO., Ltd.

MONTREAL, CANADA

FIRE

Your next engraving order at us and see how well and promptly it will be attended to.

We engrave on zinc, wood or half-tone.

We also make your advertising attractive by the use of original designs, and high grade illustrations.

We design Street Car ads, catalogues and covers.

If you are interested in any of the above subjects kindly notify and samples will be submitted.

Always remember, writing places you under no obligation to buy.

GRIP LIMITED,
TORONTO.

—A CANADIAN INDUSTRY—

SAVE YOUR COAL & POWER

By covering your Superheated Pipes, Locomotive, Marine and Stationary Boilers, Flues, &c., Steam, Hot and Cold Water Pipes, with

MICA COVERING

It is Fire Proof, Damp Proof, Frost Proof, Vermin Proof.

COLD STORAGE INSULATIONS.

Mica Flakes for Deafening purposes.

Mica Covering is the highest non-conductor in the world and is "Made in Canada" by

THE MICA BOILER COVERING COMPANY, LIMITED,
86-92 Ann Street, MONTREAL Dealers in all Mill Supplies

Ratcliffe's Advertising Agency

ESTABLISHED
1849

1 Lombard Court, Lombard Street, LONDON, E.C.

SOLE ADVERTISEMENT CONTRACTORS FOR:—

"THE CHAMBER OF COMMERCE JOURNAL,"
The Official Organ of the London Chamber of Commerce.

Advertisements inserted in all British newspapers and magazines
For cost or particulars apply to

RATCLIFFE ADVERTISING AGENCY,
1 Lombard Court, Lombard St., - LONDON, E.C.

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Shipping Via United States Ports

—ARE RECOMMENDED TO—

Alfred H. Post & Co.

**FOREIGN FREIGHT CONTRACTORS and
GENERAL FORWARDING AGENTS**

For the Canadian Manufacturers' Association.

*Prompt Attention and the Best Facilities
at Minimum Charges.*

Address all communications
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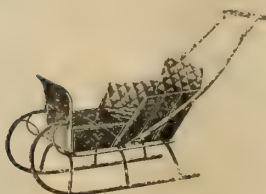
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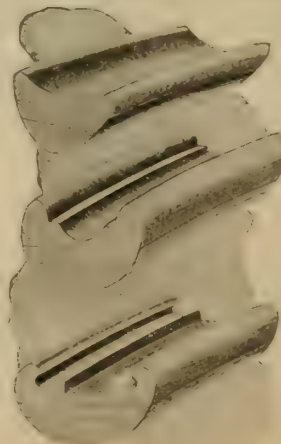
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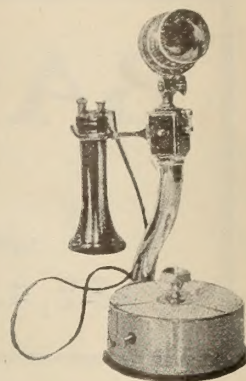
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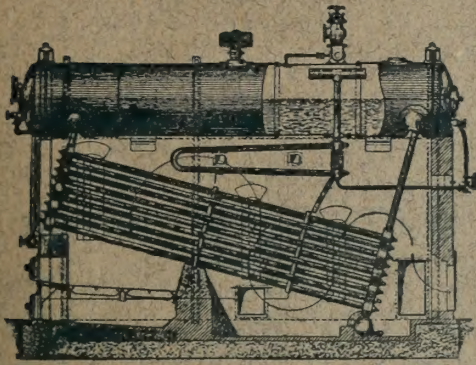
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